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# THE AMERICAN

## ELEVATOR AND

# GRAIN TRADE

Printed in U. S. A. Entered as second-class matter June 26, 1885, at the Post Office at Chicago, Illinois, under Act of March 3d, 1879.

Established 1882

PUBLISHED BY

Mitchell Brothers Publishing Co. } A MONTHLY JOURNAL DEVOTED TO THE ELEVATOR AND GRAIN INTERESTS. }

One Dollar Per Annum

SINGLE COPIES, 15 CENTS

VOL. XLII

431 South Dearborn Street, Chicago, Ill., June 15, 1924

NO. 12

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Grain

60 BOARD OF TRADE

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Can easily add Ten  
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Hundreds have tried it and will certify to the  
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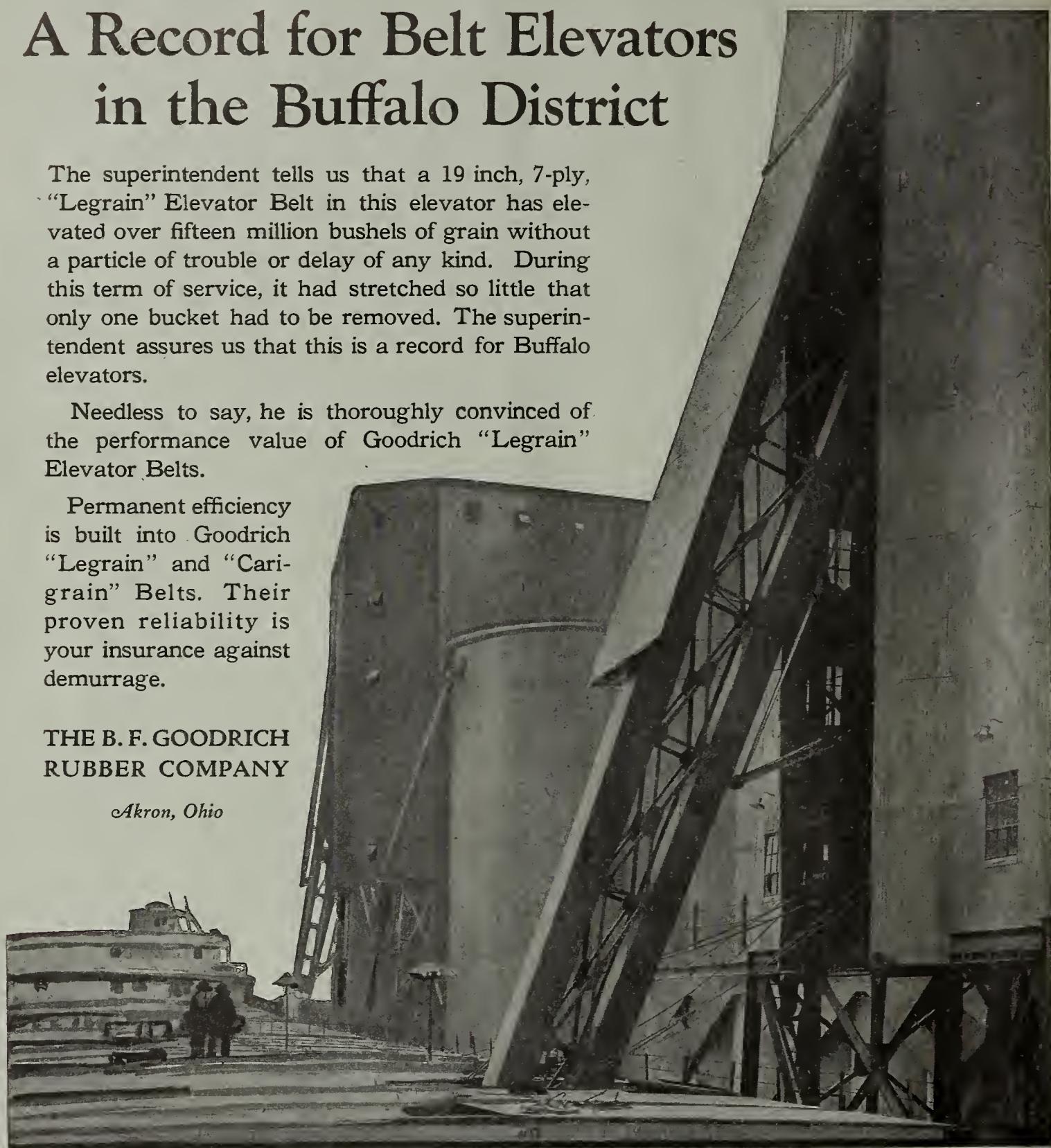
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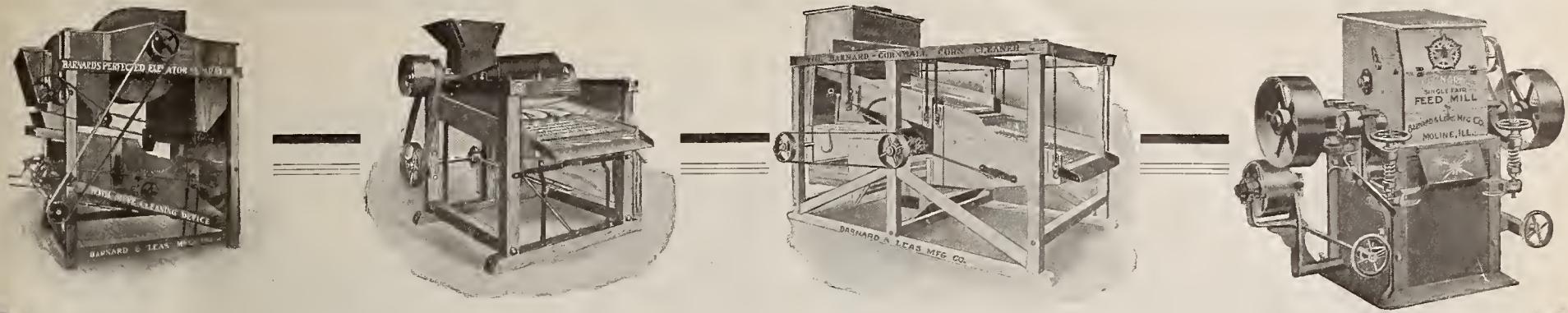
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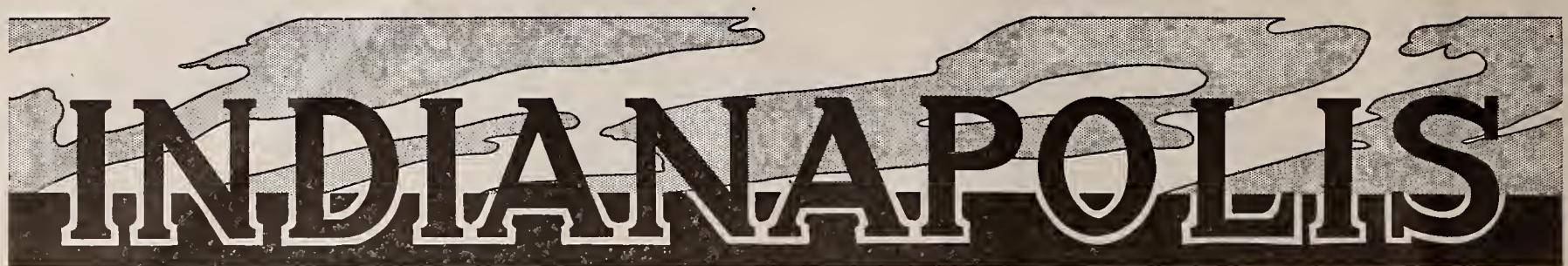
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### Movement of Grain and Hay During the Year 1923

	Receipts	Shipments
Corn .....	17,975,000 bushels	12,524,000 bushels
Oats .....	12,080,000 bushels	10,670,000 bushels
Wheat .....	6,131,000 bushels	3,927,000 bushels
Rye .....	383,000 bushels	331,000 bushels

The following Receivers and Shippers are members of  
Indianapolis Board of Trade

#### Bert A. Boyd Grain Co.

The Indianapolis Commission House  
"Consignments Our Hobby"  
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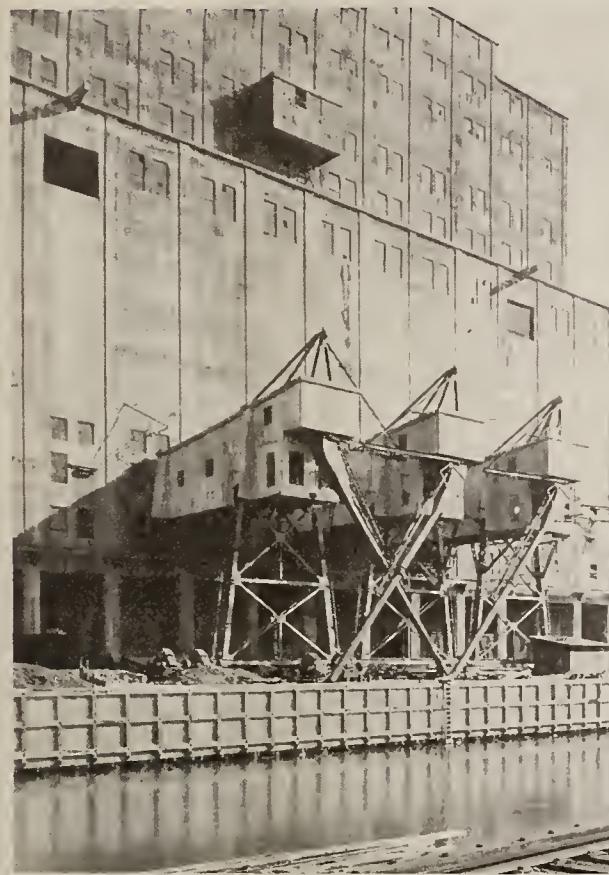
Indianapolis, Ind.

820 Board of Trade

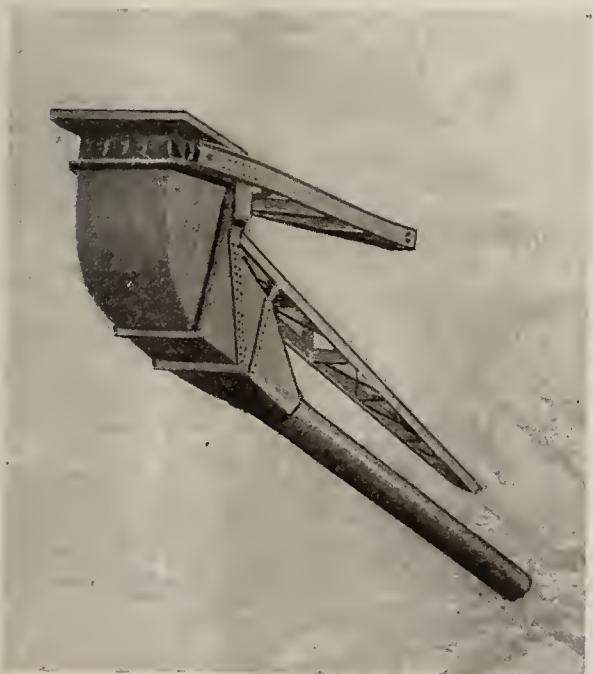
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Elevator Buckets	Wagon Dumps
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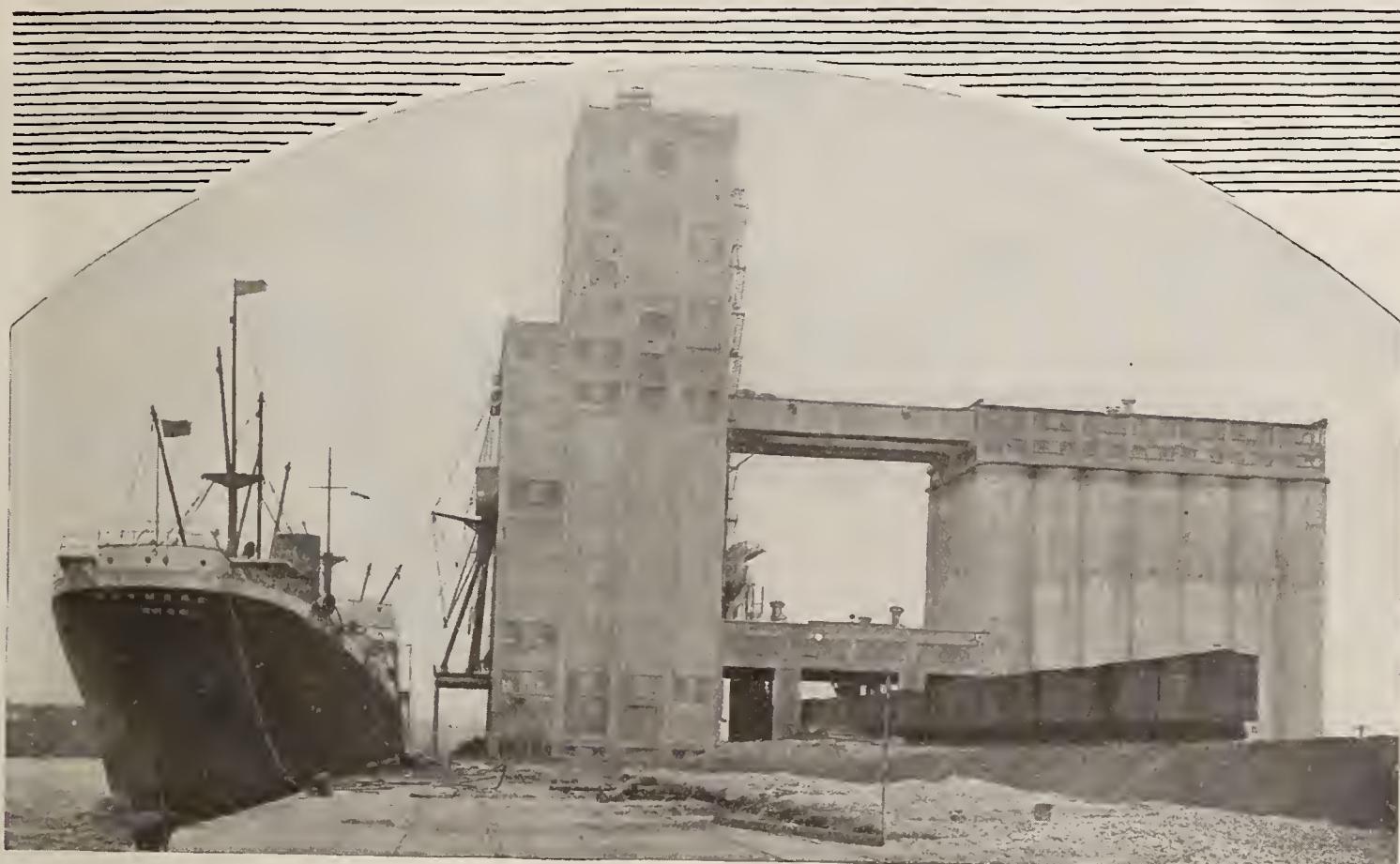
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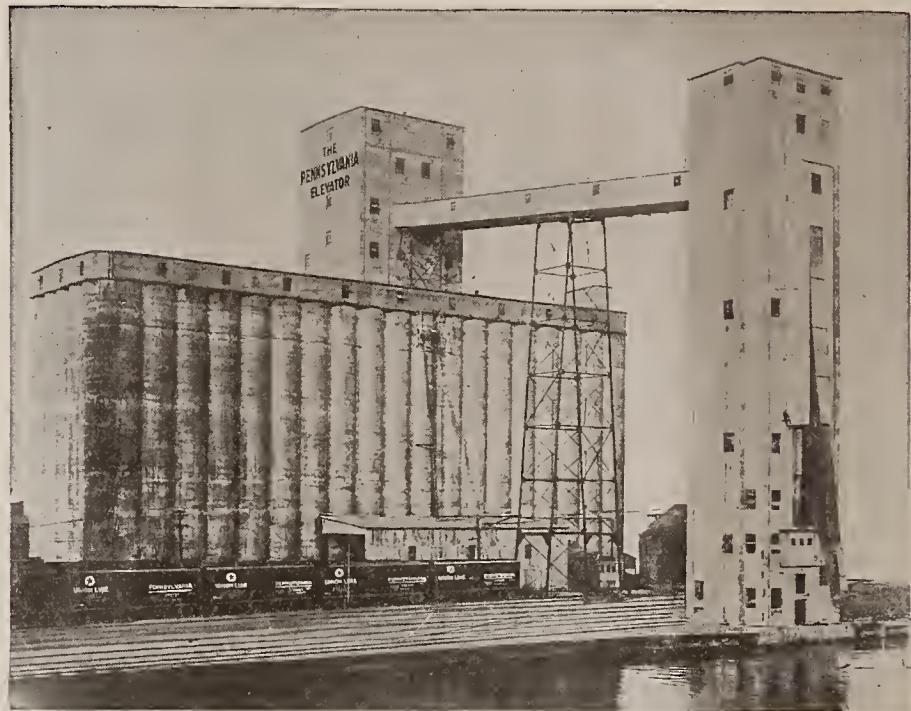
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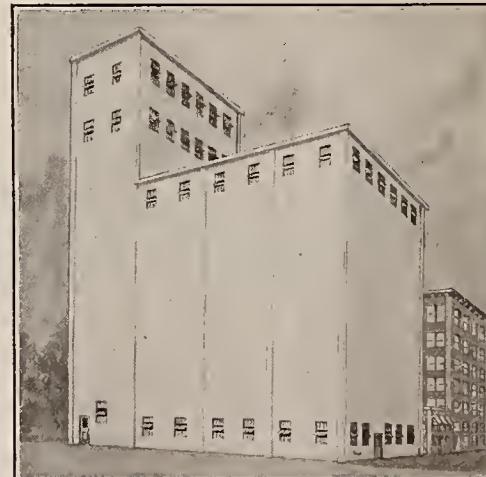
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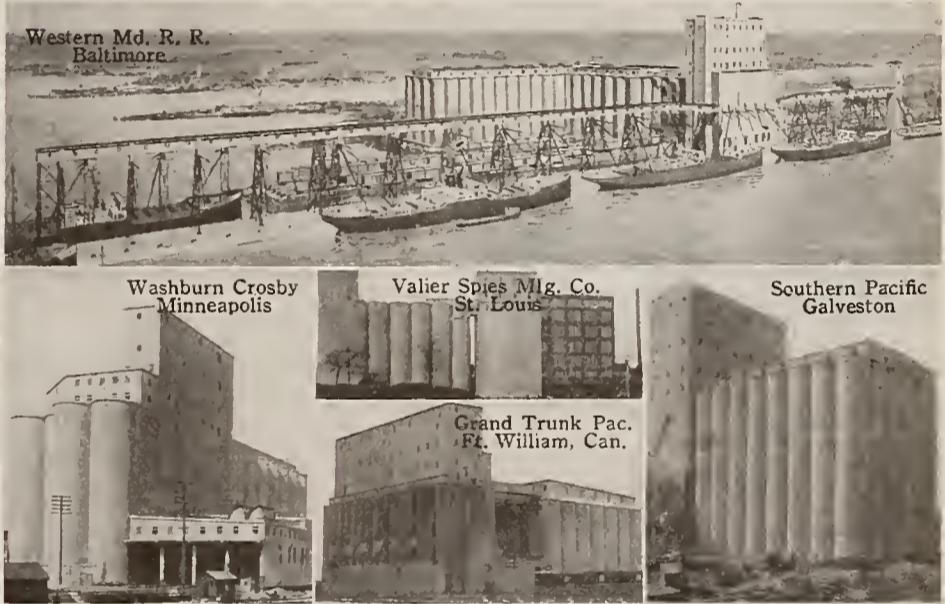
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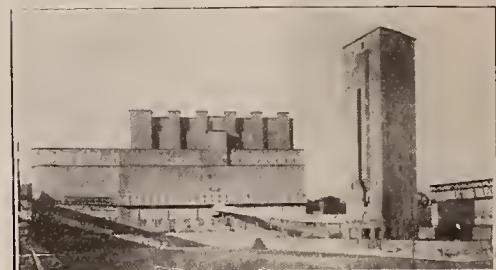
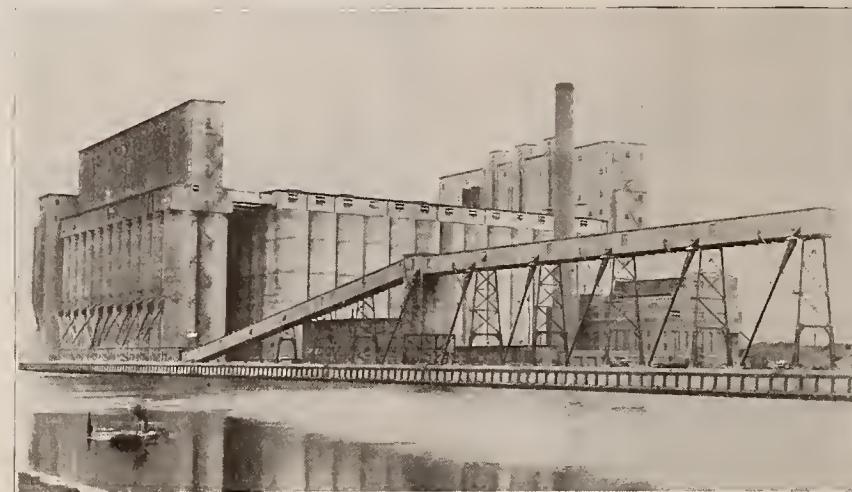


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Completed 1914



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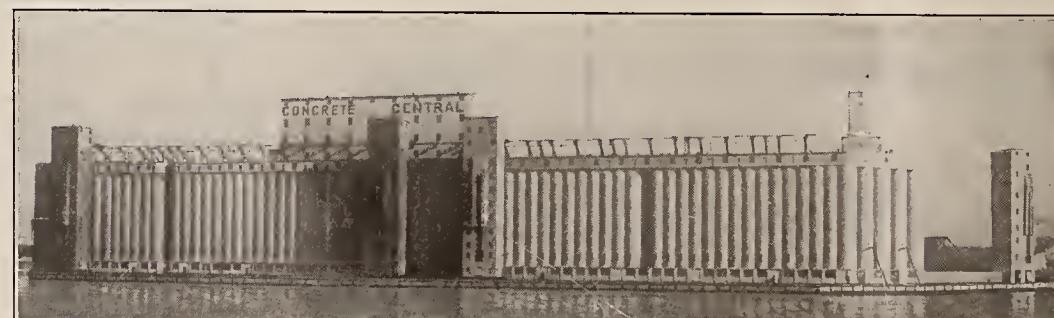


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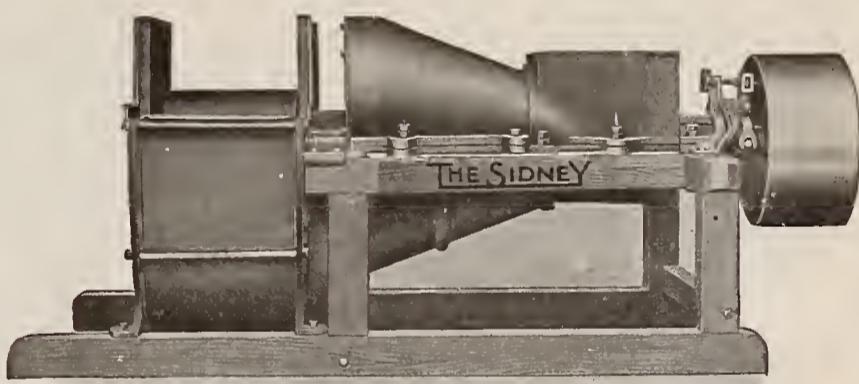
Write your insurance company or this office for standards and estimates of insurance saving.

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Representing Mill Mutual Fire Insurance Companies



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The Sidney Combined Sheller and Boot without take-ups on boot is a combination of the regular Sidney Sheller and Standard Cast Iron Elevator Boot requiring no expensive hoppering and eliminates deep tank or pit under elevator. It is guaranteed to work successfully on corn in any condition.

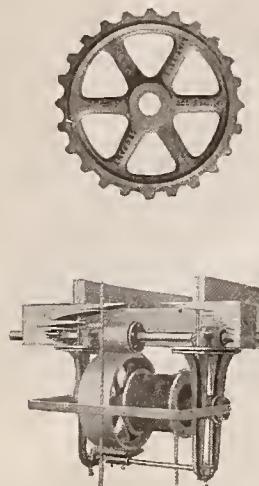
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## WALLS, BINS and GRAIN ELEVATORS

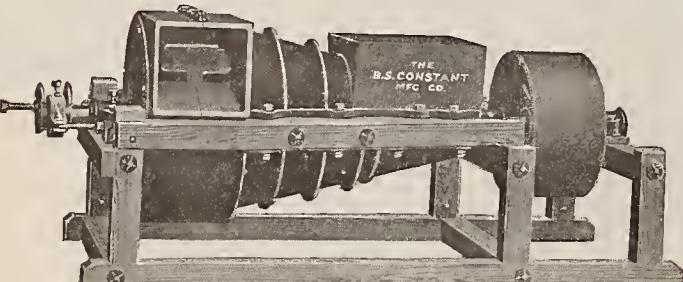
By MILO S. KETCHUM

Second Edition. 556 pp., \$5.00

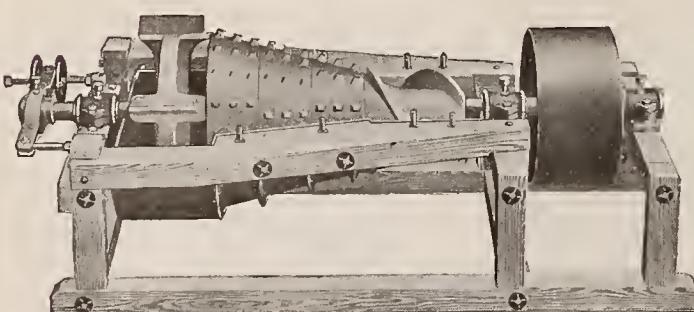
Design and construction are covered completely in this book. The new edition brings it up to the minute with fresh data, new cuts, and a modern treatment throughout. Over 150 pages were added to the old edition. The new chapters on "Reinforced Concrete" and "Methods of Construction and Cost of Retaining Walls" are especially valuable. It is the standard work on stresses due to granular materials.

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Heavy reinforced rib shells mounted individually above and below frame, allowing replacement without disturbing cylinder.

Positive Lock wheel adjustment allows for adjustments whether idle or in operation.

Discharge housing made in sections permitting any type of discharge without change of pattern.

Screw type feed collars made up in sections.

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All shellers of capacity over 400 bu. per hour are equipped with outboard bearing as shown.

Pulley and adjustment can be located on either end to suit conditions.

All Constant Shellers are guaranteed to shell their rated capacities.

### 30 DAYS' FREE TRIAL

Try this sheller for 30 days. Give it the acid test of actual service and if you are not satisfied, ship it back to us. Send today for free trial offer.

## The B. S. Constant Mfg. Co., Bloomington, Ill.

Elevating, Conveying and Power Transmitting Machinery. Complete Equipments for Grain Elevators.

## SERVICE

Elevator  
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## The "WESTERN" Line

A large and **complete stock** of equipment used in grain elevators is maintained making it possible for us to make **prompt shipment**.

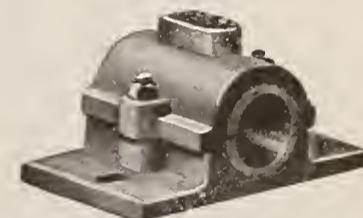
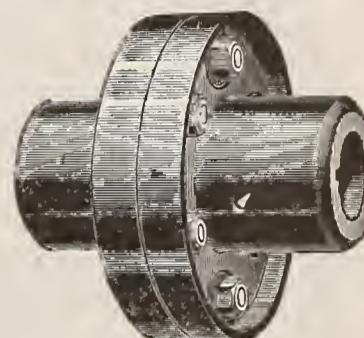
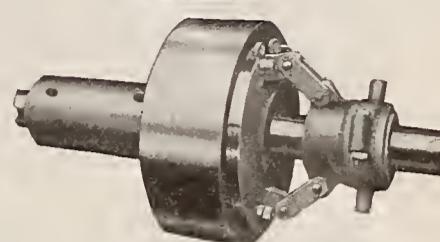
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Shellers



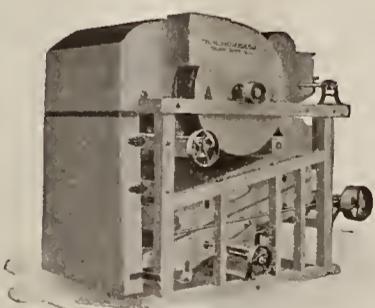
Cleaners



UNION IRON WORKS, DECATUR, ILLINOIS

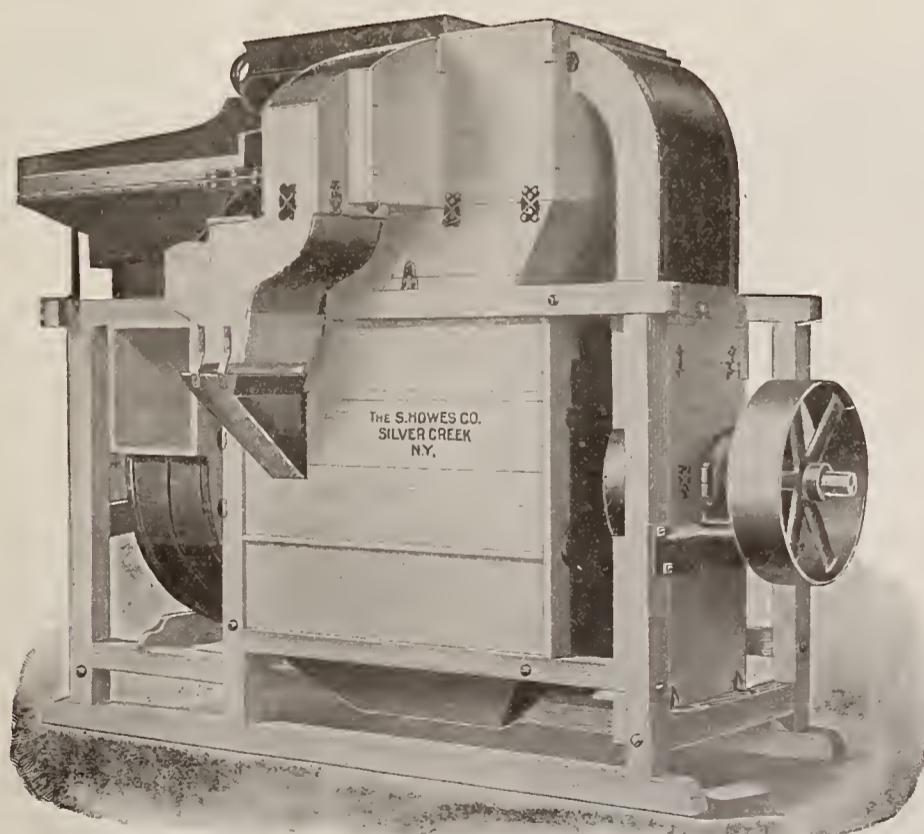


ELEVATOR  
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(Style "B" Compound)

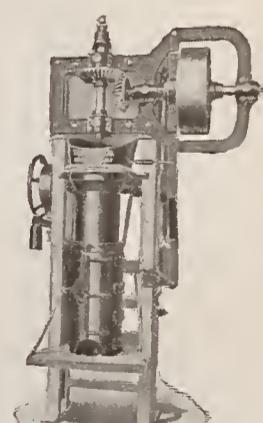
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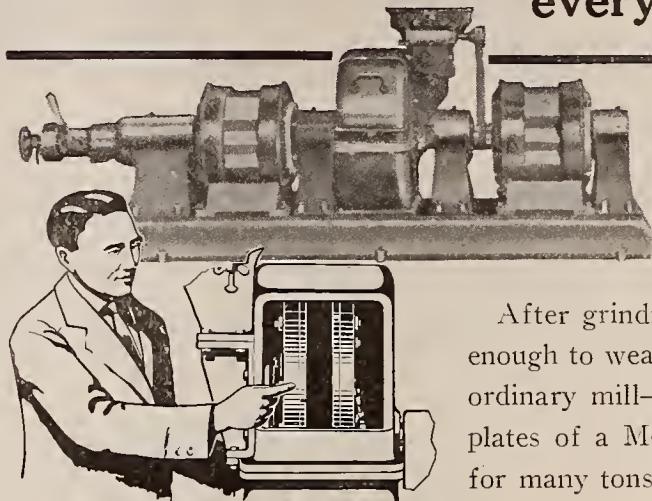
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THE ELLIS DRIER COMPANY, Chicago, U. S. A.

Save the cost of an Extra Set of Plates  
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After grinding tons of feed—  
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MONARCH plates are made in our own foundry of  
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If you are in need of a rotary drier  
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class by itself.

June 15, 1924

807

## Transit Leaks

are unknown to the grain shippers who use

## KENNEDY Car Liners

Enormous Increased Sales prove the Efficiency, Merit and Serviceability of these liners.

### The Kennedy Car Liner

is the only device offered the grain shipper that makes a car Leak-Proof. Cheap—Modern—Profitable. Write now for particulars.

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Ask for a copy of our Bulletin on Triumph Corn Shellers. We'll be glad to send it.

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## ROPP'S CALCULATOR

Sells for \$100 Worth twice the money

## Make Feed Grinding More Profitable!

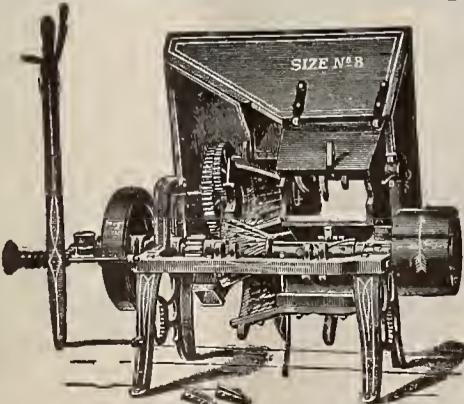
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Because their large capacity, cone-shaped grinders and positive self ear feeders are properly designed to direct every ounce of power energy to the actual reduction of the grain.

Crush and Grind ear corn, husked or unhusked, alone or mixed with any kind of small grain in any desired proportion. Reduce the material to any fineness desired for feeding purposes.

11 Sizes, 2 to 25 H.P.  
Sold with or without Sacking Elevator.

The N. P. Bowsher Co., South Bend, Ind.



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DES MOINES, IOWA

May 7th,  
1924.

O. W. Randolph Company  
Toledo, Ohio.

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We have taken over the Iowa Corn Products Company elevator at Des Moines. We think that the biggest asset of this elevator is the Randolph Direct Heat Grain Drier.

We operate one other terminal elevator and a number of country stations. The writer has operated plants which were equipped with steam driers, so this experience places him in a position to absolutely know that the Randolph Direct Heat Grain Drier does far better work than steam driers at a much less cost of operation. It not only dries cheaper but gives a better finished product. It does wonders in improving the looks of damaged corn.

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We can tell you in confidence that on three cars of damaged corn through your drier, the entire operating expenses of the plant for one month were paid.

Yours very truly,

TAYLOR & PATTON CO.

*E. E. Delp.*  
E. E. Delp.

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*The Grain Drier Without a Boiler  
That's a "Randolph"!*

## The "Knickerbocker Cyclone" Dust Collector

For Grain Cleaners

ALL STEEL



Write for Catalog

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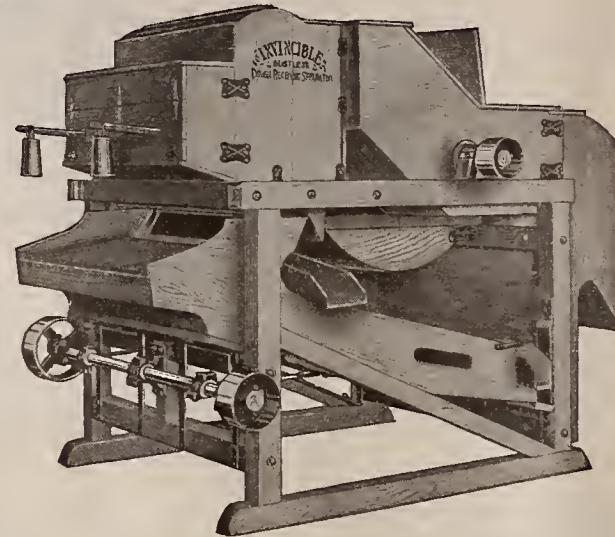
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Accounts of grain elevator operators and commission men throughout the country respectfully solicited

The first thought is usually the best and the Invincible is the first that comes to the minds of most good millers when they need a new receiving separator.



We are now making shipment of forty-six of them to South Africa.

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## In This Big New B. & O. Elevator

At Locust Point, Baltimore, Md.

**9 1/2** Miles of Diamond Conveyor and Elevator Belts, capable of handling 3,600,000 bushels of grain daily, are being installed.

This elevator contains many special new features, and is the very latest development in scientific elevator construction.

If any belts better than Diamond Rubber Belts could have been found for this wonder-house of grain, they would have been used. That Diamond received the full order is significant of Diamond superiority.

*Watch for future advertisements showing the interior of the elevator, with Diamond Belts in place, ready for operation.*

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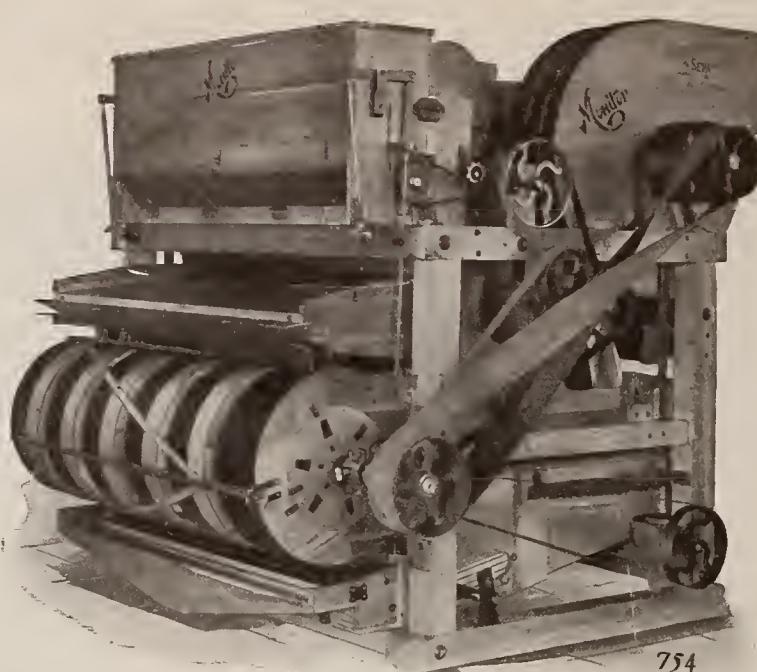
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RUBBER BELTS



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The MONITOR Northwestern Separator has a definite place in the cleaning equipment, of any elevator. A definite job to do.

Oats in wheat are out of place—they serve to bring the value of the wheat down. But they will always be found there, creating a condition that the grain man can turn to a profit. Because he can install a MONITOR Northwestern Separator, buy such mixtures at a price, take out the oats, cleaning otherwise as well and turn the wheat at a nice advance.

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Official paper of the Grain Dealers' National Association and of the Illinois Grain Dealers' Association.

Established in 1882.

# THE AMERICAN ELEVATOR AND GRAIN TRADE



Published on the fifteenth of each month by Mitchell Bros. Publishing Co., 431 So. Dearborn St., Chicago, Ill.

Subscription price, \$1.00 per year.

English and Foreign subscription, \$1.75 per year.

Established in 1882.

VOL. XLII

CHICAGO, ILLINOIS, JUNE 15, 1924

NO. 12

## Indiana Elevator Has Many Protective Features

Latest Methods and Devices for Protection Against Fire, Explosions and Other Dangers Embodied in Concrete Elevator of the American Maize Products Company

MODERN construction requirements embrace many phases aside from the basic questions of utility and maximum convenience. It is also required that risks and hazards be minimized at the same time that operating facilities are improved. One of the important problems confronting the builder of a grain elevator today is the question of reducing the hazard of fire and dust explosions to the lowest possible point. In the past, the casualties from such causes have cost not only a vast amount of money, but have also resulted in no negligible number of lives being lost.

When the American Maize Products Company commenced work on their plant at Roby, Ind., they gave special attention to overcoming these dangers, and set out with the avowed purpose of establishing a fully modernized elevator with all possible safeguards. The plans were the result of the combined effort of a very able man in this field, Raymond E. Daly, vice-president and general manager of the company, and W. R. Sinks, manager, and T. D. Budd, chief engineer of James Stewart & Co., Inc., Chicago. The present plant, which replaces an old building belonging to the same owners, has very little in common with its predecessor, being constructed in accordance with the latest developments of elevator improvements.

The policy followed has been not only to reduce the possibilities of fire or dust explosion to as small a risk as possible, but also to so arrange the new elevator that in case of an emergency, the danger could be fought effectively. All possible means are provided to avoid creating dust, and to prevent the dust from spreading from one part of the plant to another.

The old elevator, which is now replaced by this building, was constructed with brick exterior bearing walls, wood interior columns and timber and joist floor construction. On the other hand, the new house is of reinforced concrete. No connection has been provided between the scale room and

any other part of the working house except by going through a fire door to a stairway located on the outside of the building. Window openings constitute more than half of the outside wall area, and in this way it is assured that any explosive force would be able to expend itself with very little damage either to the property or to the employees.

through the roof the full size of the casing, and a ventilator installed above the roof having the full area of the casing. A six-foot square metal duct is provided over each tank in the storage, and these extend from the bin floor up through the roof with ventilators over them, having a discharge the full area of the duct for ventilating each bin.

In each bay of the working house, under each window and at the ceiling line over each window in the exterior walls, is a copper ventilating duct one foot high and the full width of the window. No dampers are provided in these ducts, and there can be no dead air, as there is at all times a free circulation of air from the outside at all floors.

The only points at which the leg bays are not left entirely open at the ends are at the automatic scale where one leg bay is enclosed, and at three other points where the individual head drives are enclosed. The stairway is outside the elevator, being located in the receiving leg bay, which is the highest leg in the working house. The type of construction is such that this practically locates the stairway in an independent position with reference to the rest of the plant. Fire doors are provided from the stairway landing to every floor.

There are floor sweeps at convenient points on all the floors and suction at the cleaning machines for automatically handling the screenings, dust and tailings from each machine. The equipment includes a decidedly complete dust collecting system.

The first floor of the elevator is divided in two parts. One of these parts is used for the weighing of grain,

and is the location of the levers which control the various parts of the working house. The other part contains the receiving leg boot tank and opens into the track shed so that the dust created in unloading cars may blow out the ends of the shed.

The second floor is entirely separate from all the other floors, and has for its equipment two No. 12 Invincible Compound Shake, Double Receiving



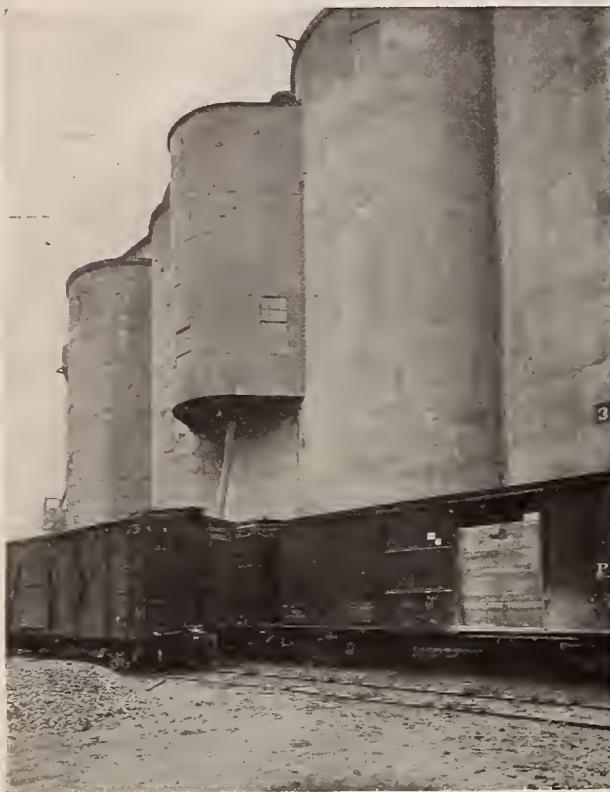
ELEVATOR OF THE AMERICAN MAIZE PRODUCTS COMPANY, ROBY, INO.

The plant was constructed for receiving corn from cars, weighing, cleaning and storing it, and the facilities provided in the present concrete storage tanks are ideal. Arrangements have been made so that the corn may be sent direct from the cleaners to the steep house, or from the storage tanks to the steep house, or both at one time. Each of the elevator legs has the casing carried directly

Separators, which are steel clad, making them as nearly fireproof as possible.

The 3,000-bushel concrete garners are above the cleaners; and above the garners, the scales. The usual car shovels unload the grain into the receiving pit, and it is elevated by the receiving leg and spouted into either of two 2,000-bushel scale hoppers. These scales and scale hoppers are located in the top of the working house.

All operation is from the ground floor of the ele-



GRAIN TANKS AT AMERICAN MAIZE PRODUCTS' ELEVATOR

vator, including the valves in the discharge spout from the receiving leg to the two scales, the scales themselves, and the discharge valves from the scales. Six-inch pipes are used in bringing the rods and levers down.

The grain from these separators may be spouted from a loftier leg which elevates the clean grain and discharges into the belt serving the storage tank. It may also be discharged from the cleaner into a second loftier leg, which elevates the corn and discharges it into a 3,000-bushel per hour modern automatic scale.

After the corn has been discharged onto a belt conveyor, it is carried to the steep house. Beneath the storage tank is a shipping conveyor, which discharges the grain to either of the loftier legs. These belts were made by the Gutta Percha & Rubber Manufacturing Company, and are four-ply rubber, 24 inches wide.

Between the two groups of storage tanks is a separate steel structure, which constitutes a separate working house for the handling of feed. The feed is blown over and stored in four of the storage tanks from which it is removed by a screw conveyor, elevated by a leg and discharged into a garner and scale, and spouted direct to the cars.

The dimensions of the main working house are 30 feet, length, 34 feet 6 inches, width, on the ground, two bays square and 85 feet 3 inches high above the base of the rail. There are three legs provided. One track is covered by a car shed and the elevator also has a modern car puller for handling cars on the track. The machinery for use in connection with the car puller is located adjoining the car shed and working house, in an individual concrete building. The sides of the car shed are covered with corrugated asbestos protected metal, and the ends are open. The scale and cleaner bays of the elevator, above the track shed roof, are enclosed.

An individual drive from a ball-bearing electric motor of approved type has been provided for each elevator leg, with direct connection to a herring-bone helical cut gear of the Stewart-Falk make. Thirty-horsepower motors are used for the storage loftier and receiving legs, and the feed and steep house legs have 15-horsepower motors. Two rows of 12x7x7 buckets of the Buffalo straight back style are used with 26-inch belts of the receiving and

loftier legs; and a single row of buckets of the same size provide the 13-inch, six-ply rubber belts of the steep house and feed legs.

Individual motor drives using Morse Silent Chains between the motors and head shafts are provided for the storage and shipping conveyors above and below the storage tanks. The motors for the conveyor, car puller, and individual cleaning machine drives are particularly adapted to this type of work. The machinery for the working house and feed house was furnished by the Weller Manufacturing Company and is adapted for economy of operation. The scales are the new solid lever type, resting on floor stands.

The cupola of the storage tank near the working house has been rebuilt with asbestos protected metal. It had been partially destroyed. The Witherspoon-Englar Company built the groups of four tanks next the working house a good many years ago; and more recently Jame Stewart & Co., Inc., constructed the last group of four storage tanks.

Along with this later construction, was also the erection of a two-story warehouse, measuring 152 feet in length and 37 feet in width. It was built of reinforced concrete, in the middle of winter, by James Stewart & Co., Inc. The building represents the very latest in construction and has an exceedingly pleasing appearance. The designing and building of the plant by the above mentioned company was under the direction of W. R. Sinks, manager, and T. D. Budd, chief engineer.

## CREDITS

BY TRAVELER

Credits and credit systems are things which the old-time elevator man never had to learn. They were something entirely foreign to the grain business, as it was one business, at least, which had always been conducted upon a decidedly cash basis. The farmer's money was always ready for him when the last pound of his grain had been weighed over the elevator man's scales, and, later, when the elevator man shipped this same grain to the terminal market, he was allowed to make draft for nearly its full value, and when the car had reached destination and an accounting made, a check to balance accompanied the papers.

Today, the elevator man faces an entirely differ-

try, and the cry has so constantly gone out to aid the farmer that he has come to take it for granted that he is entitled to help from all sources, and consequently looks to the elevator man to extend him any credit he may ask.

The average elevator man is not in shape to extend this credit indiscriminately if he would hope to survive. He must make a thorough canvass of the situation and then work out a system and stick to it. Slip-shod methods will not do when you are handing out goods in which your money is invested, and having no definite idea as to when you will get this money back.

I talked with an elevator man, recently, who has been able to meet and cope with this situation in his territory successfully. He is a man who has always made money in the elevator business. In talking with him, he said: "I've made a thorough study of the habits and standing of all the farmers in my territory, and I make it a point to keep accurately posted in this respect. Now I handle my retail business for cash, and when I say 'cash' I mean this: There are a number of farmers on my books who have owed me a considerable sum for several months; but I know that any time I need that money I can step to the phone and they will get it for me in a couple of hours. That, I call cash. There is another class of farmers to whom I extend credit for 30 days—never any longer—and I see that these accounts are collected promptly on time. That, I also call cash. Now, there is still another group, and no member of it ever leaves here with any of my goods but what I have the cash equivalent in my hand. That is the way I conduct my retail business, and rarely does an account get away from me."

It should be possible to work out a similar system in almost any locality, but it should be gone into in the same painstaking way, and the system once started should be religiously adhered to.

## A SHORT SEASON CORN WANTED

Corn investigators of the Department of Agriculture are working on the problem of developing a variety of corn that will grow and mature under conditions of short season and cool weather. Frederick D. Richey, agronomist in charge of this work, has just returned from a trip through the Andean



NEW WAREHOUSE AT AMERICAN MAIZE PRODUCTS' ELEVATOR

ent situation. He is no longer merely a buyer and shipper of grain. He must now handle and sell various commodities to his farmer customers if he hopes to exist, and in selling to these farmers he comes squarely up against the credit system—and there he invariably falls down.

The farmer has had a hard time of it for several years and has little ready cash. In addition, his troubles—real and imaginary—have been kept to the front in nearly every publication in the coun-

highlands of South America in company with R. A. Emerson of Cornell University and has a collection of 200 varieties of corn with him.

"We already have varieties of corn in this country that will mature in a short season," said Mr. Richey, "but they require high temperatures during the growing season. They are suitable for certain localities along the northern edge of the corn belt, but there are other places in the Northwest, as in Idaho, Montana and Wyoming, where the tem-

peratures are low as well as the seasons short, and we hope to be able to develop a variety that will make corn growing in these sections a safe enterprise. This will have to be done not by the mere introduction of foreign varieties, but by crossing and combining the abilities of our native corn to mature in a short season with the ability of the South American corn to mature at low temperatures."

The problem is one of crossing and breeding, in which the characteristics of the varieties instead of varieties as a whole are considered. The development of the desired varieties will be a long time proposition, but the investigators are encouraged to believe in the ultimate success of the venture by the results obtained in other experimental work at the Department.

#### A SUCCESSFUL COUNTRY ELEVATOR IN INDIANA

Down in New Ross, Ind., is located the elevator of the New Ross Grain Company, a house operated successfully for some time and kept up by the application of careful attention to all detail of equipment as well as business methods. The plant makes a very good appearance and indicates from its general layout the possibilities of developing a



PLANT OF NEW ROSS (IND.) GRAIN COMPANY

country elevator with profitable conservative methods.

It is located on the Big Four right of way, and is of wooden ironclad construction, having been erected by Fred W. Childers. The elevator has a capacity of 20,000 bushels, and utilizes 10 bins.

Electric power is used for both power and lighting, and there are four electric motors. These are of one, five and 20-horsepower respectively. The drive is by belt, the one in use being 80 feet in length. There is control by means of a friction clutch.

The unloading facilities include a truck dump, and the scale is a 10-ton truck scale. There are no belt conveyors. The elevator has one grain cleaner.

The grains handled include oats, rye and wheat. Realizing the possibilities of promoting a very satisfactory business by adding appropriate side lines, the owners handle along with their grain business, feed, coal, flour and salt. The plan of merchandising requires very little change to add features such as these to the regular grain business, and the additional income at a small outlay represents a very satisfactory arrangement.

#### MOVEMENT OF GRAIN ON THE GREAT LAKES

The greater part of the grain movement on the Great Lakes in early 1924 has been to the advantage of United States ports. Of the 57,708,000 bushels of grain which moved east from Fort William and Port Arthur from the opening of navigation to the middle of May, 30,340,000 bushels went to Buffalo. Of this, 46,750,000 was wheat, of which Buffalo got 26,338,000 bushels.

However, the proportion of total grain exports through the United States in the current crop year from September 1 to date, has been less than in the preceding year. So far, 100,442,000 bushels

have gone through United States ports, as against 111,554,000 in a like period the preceding year. Increased movement through Canadian ports is attributed to greatly increased shipments via the Pacific Coast through Vancouver. In the seven months ending with March, 25,531 cars of grain were delivered by railways at Vancouver.

#### SUCCESS OF NEW VARIETIES OF OATS

Experimental work this last year has shown that the new and higher yielding strains of oats, developed by the Agricultural Experiment Station in Wisconsin, have retained the excellent qualities for which they were bred.

"Forward," a new high-yielding variety of oats, has attained a nine-year average of 57.9 bushels to the acre, which exceeds its nearest competitor by 4.7 bushels. This test was reported at Ashland, and the same variety has in the same period been a leader at Spooner. White Cross oats was superior in yield at Madison as an early variety, and produced 52 bushels per acre.

#### WHEAT SITUATION IN EUROPE

The monthly review gotten out by the Department of Commerce says that a better demand for wheat from Italy and France is offsetting lighter purchases in Germany, Holland, and Belgium. France is buying nearby foreign wheat which is cheaper than domestic, owing to the improved value of the franc, the possible increase in the duty from seven to 14 francs lessening interest in future wheat. The import requirements of Italy for the balance of the year are estimated at 200,000 tons. Transit grain through Belgium and Holland to Alsace-Lorraine and the interior slumped considerably during the month, and no immediate improvement is in sight. Belgium has issued a decree limiting the exportation of flour and imposing special licensing arrangements.

Corn re-exportation is active in that country and stocks of the old crop were low at the end of the month, although new arrivals from the River Plate are beginning.

#### SURVEY OF FOREIGN IMPORT DUTIES IN WHEAT

Owing partly to the increased demand from the allied countries during the war, American production of wheat expanded from an average of 690,000,000 bushels during the five pre-war years to 963,000,000 bushels in 1919. Since that time production has remained on a relatively much higher level than pre-war, giving an average of 820,000,000 bushels for the last three years, 1921-23. Corresponding with this increase in production, Amer-

COMPARATIVE IMPORT DUTIES ON AMERICAN WHEAT IN PRINCIPAL FOREIGN MARKETS, 1913 AND 1923

Countries	Statement of duty	Duties in foreign units		U. S. equivalent per bushel	
		1913	June, 1923	1913	June, 1923
Canada	Cents per bushel.....	12.00	12.00	\$0.12	\$0.12
Mexico	Pesos per 100 kilos.....	3.36	4.48	.46	.67
Cuba	Cents per 100 kilos.....	48.00	48.00	.13	.13
Brazil	Milreis per 100 kilos.....	1.500	1.4130	.14	1.13
United Kingdom	Free.	Free.	Free.	Free.	Free.
France	Francs per 100 kilos.....	7.00	2 14.00	.37	.24
Italy	Gold lire per 100 kilos.....	7.50	3 Free.	.39	3 Free.
Netherlands	Free.	Free.	Free.	Free.	Free.
Belgium	Gold marks per 100 kilos.....	5.50	3 Free.	.36	3 Free.
Germany	Free.	Free.	Free.	Free.	Free.
Poland <sup>4</sup>	Finnish marks per 100 kilos.....	100.00	Free.	.75	Free.
Finland	Free.	Free.	Free.	Free.	Free.
Denmark	Crowns per 100 kilos.....	.60	3 5 Free.	.04	3 5 Free.
Norway	Pesetas per 100 kilos.....	8.00	10.00	.42	.53
Spain	Drachmas per 100 okes (282.2 lbs.)	6.11	6 6.11	.30	.10
Greece	Piasters per 100 kilos.....	11% ad val.	150.00	.27	11% ad val.
Turkey	Free.	Free.	Free.	Free.	Free.
China	Free.	Free.	Free.	Free.	Free.
Hongkong	Free.	Free.	Free.	Free.	Free.
Japan	Yen per 100 kin (132.28 pounds).....	.77	.77	.18	.17
Philippines	Free.	Free.	Free.	Free.	Free.

<sup>1</sup> Brazilian duties on both wheat and flour temporarily reduced in March, 1924, by 40 per cent.

<sup>2</sup> The French duties on both wheat and flour temporarily reduced by one-half early in January, 1924, for a period of not beyond Aug. 1.

<sup>3</sup> Temporary.

<sup>4</sup> Poland not a separate jurisdiction in 1913.

<sup>5</sup> The original duties on wheat and flour were reimposed on July 1, 1923, and have been modified. At present (March, 1924) they amount to 5.5 cents per bushel of wheat and 60 cents per barrel of flour. See text.

<sup>6</sup> Plus temporary surtaxes varying with the port.

ican export trade has expanded from a pre-war average of 57,000,000 bushels of wheat grain and 11,000,000 barrels of flour to an average of 181,000,000 bushels of grain and 16,000,000 barrels of flour for the three years 1921-23.

Competition in the export trade for the American grower has been made much more severe within the last few years by the expansion of wheat growing in other countries, particularly Canada, and to a less extent in Argentina and Australia. Greater importance attaches to the question as to what extent American exports of wheat flour are limited by foreign import duties and restrictions, because of this increased competition.

In a survey of foreign tariffs on wheat and flour recently made by the Department of Commerce, 21 countries have been included. These countries take about 97 per cent of all our wheat grain exports and from 75 to 80 per cent of our exports of wheat flour. Thirteen of the countries are in Europe. The useful table presented herewith shows a comparison of the duties levied by each of these countries on the commodity in question in 1913, and again 10 years later, in 1923. In cases where duties are stated in both original foreign units and in terms of cents per 60-pound bushels of wheat, which is the general practice, the conversions to American money have been made at par for 1913 and at the average rate of exchange in June for 1923. The footnotes cover any changes that took place between the middle of 1923 and the spring of 1924.

American wheat exports to countries taking 97 per cent of our total wheat exports for the five-year war period 1910-14, were divided as follows: 69 per cent to countries admitting free; 3 per cent to countries levying up to 15 cents a bushel; 4 per cent to countries levying between 15 and 35 cents per bushel; and 24 per cent to countries levying over 35 cents a bushel. The three leading purchasers, that took 66 per cent between them (namely, the United Kingdom, Netherlands and Belgium), all admitted wheat free.

In the case of flour, 69 per cent admitted free, and 25 per cent had a duty between 75 cents and \$1.75 a barrel.

"Viewed broadly," says the Department of Commerce, "customs duties were not a serious barrier to American wheat exporters, despite our comparatively small exports to countries levying duties. In these countries domestic production probably would have been limited to a much smaller proportion of the total home consumption had wheat been admitted free, but domestic production would by no means, have been entirely displaced by imported wheat even under free trade. In fact, it may fairly be said that the American export trade in wheat before the war would probably have been little different had there been universal free trade in wheat."

## Husler Mills Have Fine Elevator Facilities

The Elevator, Used Both for Shipping and for Mill Storage, is a Creditable Addition to Well Known Colorado Firm

**A**MONG the elevators recently constructed in the West is the plant of the Husler Flour Mills, in Salt Lake City, Utah. In spite of the number of plants erected in the West in recent years, it is safe to say that in so vast an area which is still developed only in a preliminary way, there will be many more mills and elevators in the very near future. However, the present building represents one of the most carefully planned houses now in operation in that part of the country.

The Husler Flour Mills, of Salt Lake City, constitutes a branch of the Colorado Milling & Elevator Company, of Denver, Colo.; and when it was determined some time ago to erect this branch plant, it was decided that the Burrell Engineering & Construction Company, of Chicago, should handle the

client mechanical basis, taking advantage of all latest improved machinery and methods. The owners feel that they have one of the best equipped elevators in their part of the country and that with it they can accomplish their goal.

The personnel in charge includes W. D. Stewart, general superintendent; L. S. Hazen, superintendent of construction; J. J. Neville, manager; and W. M. Barnard, mill superintendent.

While it is true that the grain and milling business is just in the first stages of development in the West, it is just as true that unless a company has adequate facilities for handling its business, that it cannot avail itself of the opportunities afforded it. The Colorado Milling & Elevator Company realize this, and in all its subsidiary concerns it has carried out this policy of giving its man-



HUSLER ELEVATOR, SALT LAKE CITY, UTAH

building problems, as they had already completed other extensive jobs of a like nature for the owners. The new elevator, which will be operated in conjunction with the flour mill, was commenced in 1923 and brought to a speedy completion.

Piling used underneath the buildings was 22½ feet in length, and 14 inches square, tapering to six inches. In all, 500 piles were used under the buildings, distributed at regular intervals in the usual way. The concrete elevator was built to the height of the surrounding units, the adjacent mill having six floors.

The storage capacity is 250,000 bushels, and there are two grain separators and four scourers, all of which were provided by S. Howes. In addition to these, the company has a washing machine and a Carter Disc Separator. Electric power is used throughout the plant both for operation and lighting.

The company has its headquarters at 3d West and 5th Street South, Salt Lake City, Utah, and has switching facilities on the Union Pacific and Denver & Rio Grande.

All the construction problems of the buildings have been solved with a view to reducing dangers to a minimum and establishing a thoroughly effi-

agers good material with which to work. The Husler Elevator is no exception to the rule as can be seen by the description which has been given, and Superintendent Stewart with his corps of able assistants will more than make a success of its operation.

#### CHANGES IN OFFICIAL GRAIN STANDARDS

Changes in the official grain standards of the United States will take effect August 15, 1924. Secretary of Agriculture Wallace has given notice of these changes, which will apply as amendatory to the Grain Standards Act, which took effect August 11, 1916. The present order of revision, which was signed May 17 by the Secretary requires that sections be renumbered and combined in order to change to present standards, as outlined in the following changes:

##### Amend Section 1 to Read

Sec. 1. Wheat.—Wheat shall be any grain which, before the removal of dockage, consists of 50 per centum or more of wheat, and when free from dockage contains not more than 10 per centum of cereal grain of a kind or kinds other than wheat. The term

wheat in these standards shall not include emmer, spelt, einkorn, Polish, and Poulard wheat.

##### Amend Section 8 to Read

Sec. 8. Cereal grains.—Cereal grains shall include rye, barley, emmer, spelt, einkorn, Polish wheat, Poulard wheat, corn, grain sorghums, oats, and rice, and shall not include buckwheat, flaxseed, and wild oats.

##### Amend Section 10 to Read

Sec. 10. Treated wheat.—Treated wheat shall be wheat which has been scoured, limed, washed, sulphured, or treated in such a manner that its true quality is not reflected by the numerical grade designation, including Sample Grade, alone.

Amend the grade requirements for "Sample Grade" in all subclasses by striking out the words "infested with live weevils or other insects injurious to stored grain."

##### Amend Sec. 13, Class IV, Soft Red Winter, to read

##### SOFT RED WINTER

This class shall include all varieties of Soft Red Winter wheat, and may include not more than 10 per centum of other wheat or wheats. This class shall be divided into two subclasses as follows:

##### RED WINTER

This subclass shall include wheat of the class Soft Red Winter consisting of both light and dark colored kernels. This subclass shall not include more than 10 per centum of Soft Red Winter wheat possessing the characteristics of wheat of this class as grown west of the Great Plains area of the United States.

##### WESTERN RED

This subclass shall include wheat of the class Soft Red Winter consisting of more than 10 per centum of wheat of this class grown west of the Great Plains area of the United States or any wheat of this class possessing the characteristics of Soft Red Winter wheat as grown west of the Great Plains area of the United States.

Amend Sec. 15, Grades for Hard Red Spring wheat, by adding to the subclass Dark Northern Spring a new grade, No. 1 Hard Spring, the designation and requirements of which shall be as follows:

##### NO. 1 HARD SPRING

This grade shall include wheat of the class Hard Red Spring consisting of 85 per centum or more of dark, hard, and vitreous kernels, and

- (a) shall be cool and sweet,
- (b) shall have a test weight per bushel of at least 60 pounds,
- (c) may contain not more than 14 per centum of moisture,
- (d) may contain not more than 1 per centum of foreign material other than dockage, which 1 per centum may include not more than five-tenths of 1 per centum of matter other than cereal grains,
- (e) may contain not more than 2 per centum of damaged kernels, which may include not more than one-tenth of 1 per centum of heat-damaged kernels,
- (f) may contain not more than 5 per centum of wheat other than Hard Red Spring, which 5 per centum may include not more than 2 per centum of Durum wheat, and
- (g) may contain not more than 5 per centum of wheat of the variety Humpback.

##### Amend Sec. 15, paragraph (f)

of the grade requirements for grade No. 1 of the subclasses Dark Northern Spring, Northern Spring, and Red Spring to read as follows:

(f) may contain not more than 5 per centum of wheat other than Hard Red Spring, which 5 per centum may include not more than 2 per centum of Durum wheat, and

##### Amend Sec. 15, paragraph (f)

of the grade requirements for grade No. 2 of the subclasses Dark Northern Spring, Northern Spring, and Red Spring to read as follows:

(f) may contain not more than 5 per centum of Durum wheat,

##### Amend Sec. 17, paragraph (f)

of the grade requirements for grade No. 1 of the subclasses Dark Hard Winter, Hard Winter, and Yellow Hard Winter to read as follows:

(f) may contain not more than five per centum wheat other than Hard Red Spring, which 5 per centum may include not more than 2 per centum of Durum wheat.

##### Amend Sec. 17, paragraph (f)

of the grade requirements for grade No. 2 of the subclasses Dark Hard Winter, Hard Winter, and Yellow Hard Winter to read as follows:

(f) may contain not more than 5 per centum of Durum wheat.

##### In Section 18, amend paragraph (b)

of the grade requirements for each of the subclasses Red Winter and Western Red to read as follows:

- No. 1 Red Winter and
- No. 1 Western Red, each
- (b) shall have a test weight per bushel of at least 60 pounds.
- No. 2 Red Winter and
- No. 2 Western Red, each
- (b) shall have a test weight per bushel of at least 58 pounds.
- No. 3 Red Winter and
- No. 3 Western Red, each
- (b) shall have a test weight per bushel of at least 56 pounds.
- No. 4 Red Winter and

No. 4 Western Red, each  
(b) shall have a test weight per bushel of at least 54 pounds.  
No. 5 Red Winter and  
No. 5 Western Red, each  
(b) shall have a test weight per bushel of at least 51 pounds.

**Amend Section 21 to read as follows:**

Sec. 21. Grades for Mixed wheat shall be graded according to each of the grade requirements common to all of the subclasses of the class of the wheat which predominates over each other class in the mixture, except that all of the grade requirements in any subclass as to the maximum percentage of other wheat or other varieties of wheat shall be disregarded. The grade designation of mixed wheat shall, except in the case of Mixed Durum, include, successively, in the order named, the number of the grade or the words "Sample Grade," as the case may be, the words "Mixed Wheat," and, in the order of its predominance, the name and approximate percentage of each class of wheat which constitutes 10 per cent or more of the mixture, but if only one class exceeds 10 per centum of the mixture, the

name and approximate percentage of that class shall be added to the grade designation followed by the name and approximate percentage of at least one other class.

**Add a new section, 21a, to read as follows:**

Sec. 21a. Grades for Mixed Durum.—Mixed Durum shall be mixed wheat consisting of 70 per centum or more of Durum wheat other than the variety Red Durum and may contain not more than 5 per centum of Soft Red Winter and White wheat, singly or combined. Mixed Durum shall be graded according to the requirements of the grades for Mixed wheat. The grade designation of mixed Durum wheat shall be Mixed Durum, preceded by the number of the grade, or the words "Sample Grade," as the case may be.

**Add a new section, No. 25**

Sec. 25. Weevily wheat.—Weevily wheat shall be all wheat which is infested with live weevils or other insects injurious to stored grain.

Weevily wheat shall be graded and designated according to the grade requirements of the standards applicable to such wheat if it were not weevily, and there shall be added to, and made a part of, the grade designation the word "Weevily."

## Hints for the Elevator Millwright

### Mr. Lacy Makes Some Mistakes and Jim Crickets Shows a Useful Stunt or Two

BY OLD TIMER

ONE day, Mr. Marston hired a millwright to take down and re-hang a 60-foot line of shafting in his elevator, which was a "double-beat" affair and had a steam engine to supplement the waterpower which was ample about nine months in the year. The shaft was hung in homemade wooden, babbitt-lined bearings which in turn were "boxed" into, and bolted to a row of posts down through the first story of the elevator. The new millwright, whom we will call Lacy, prevailed upon Mr. Marston to take the bearings off of the row of posts and to place them on a row of drop timbers which the millwright framed into the underside of each overhead beam.

The millwright showed how much more convenient it would be, with the shaft thus located, for both the engine and the waterwheel belts could then run direct to their pulleys without having to pass over the binders or guide pulleys to prevent interference with some of the heavy frame timbers in the house. Accordingly, short posts, about three feet long were tenoned into the under sides of the cross timbers overhead, and also into short timbers below and parallel to the overhead beams. Stout bolts, two in each short timber, fastened the short posts firmly and securely between the above mentioned timbers.

When the short timbers were bolted securely in place, the wooden "boxes" were changed over so as to be operated horizontal instead of vertical—that is, when they were rebabbitted, the oil holes were changed. That was about all that had to be done to the boxes. The new timbering proved very stiff and rigid. It was easy to assemble the shaft in the horizontal bearings, as the shaft could be laid upon the short timbers before being placed in the bearing and the shaft sections coupled together.

The shafting was started up and ran first rate for several days but, one morning, the waterwheel seemed unable to drive the elevator. The machinery slowed down and the waterwheel belt began to show signs of distress. Pretty soon some of the shaft bearings began to smoke and the Millwright was mighty busy, loosening cap bolts and trying to keep some of the bearings from heating enough to catch on fire!

After some of the bearings had been shimmed up, and one lowered by cutting it deeper into its short timber, Millright got the shaft to running nicely again. But two days afterward, the same thing happened, and he had to take out the shims from under the boxes, and shim up again under the one which had been let into its timber a bit deeper. Then, Millwright "smelled a mice" and began to look around upstairs and to inquire into what had been going on up there.

He found that when his first shaft trouble occurred, a bin had been filled and another bin adjoining it, had been emptied of its grain. He also found that the second edition of trouble, came just as the two bins were again filled and emptied, re-

placing original conditions again. Eventually, the millwright was obliged to take down three of the short timber "bridgetrees" and replace them with other timbers which were long enough to reach to, and be bolted to the posts from which the shaft bearings had been removed.

The other ends of the horizontal timbers, were, some of them, also lengthened until a post could be placed under the far end of each one without interfering with any machines upon the floor. Thus Millwright Lacy learned that it was far from safe to hang shafting from overhead timbers in a building which in turn supported grain bins which were

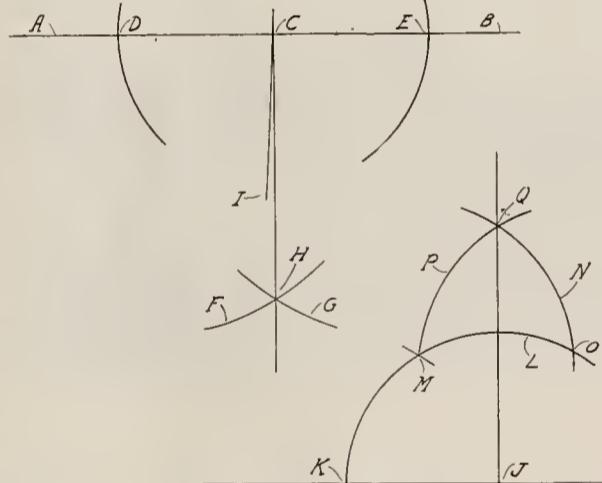


FIG. 1.—"SQUARING" A SHAFT

sometimes loaded with grain and at other times empty. The same is true with floors subject to sack storage, or to any other shifting loads.

Mr. Lacy got caught another time in a manner which made Mr. Marston "cuss the luck" and express himself to the effect that "he wondered if millwrights learned the trade in a lunatic asylum or in the 'foolish-house'." Mr. Lacy was set at the job of building a new open stock from the dam to a decked flume in which the waterwheel was located. The new flume was on a low incline, and Mr. Lacy went at the job somewhat as though he was going to erect a balloon frame house. He prepared three heavy stringers to support the 30-foot length of flume. Placed heavy cross-timbers upon the stringers and framed the posts into the cross-sills and into the caps, in the regulation way. Then he pinned the posts into sills and caps and proceeded to put up the planking.

Mr. Lacy "cut-in" the floor planking between the flume posts, which were two inches narrower than the cross-sills. He let the planking project as it would, a couple of inches or so, between the posts, resting upon the inch width of cross-sills between the posts. Then he scribed the first side planks down tight and spiked them fast, taking a pry against the upper edge of the planks while the spikes were being driven. He took the "pry" against a bit of hard wood which had been planed

to slide easily in the groove of the plank in which the slip tongue was to be placed. After the flume sides had been tightly planed clear up to the caps, Mr. Lacy bored a hole in each pair of posts and put therein a long  $\frac{7}{8}$ -inch rod, which was screwed snug, but not tight, against the flume posts. Apparently the flume was a good job and planked tightly and well. But when the water was let in, "Oh My!" The weight of the water on the floor of the flume settled the timbers about an inch. The side timbers and planking acted like a mighty efficient truss and didn't settle appreciably. The post pins were "drawn" a bit, and a fine sheet of water, an inch thick in the middle and about 25 feet long, tapering to nothing at each end, spouted out on each side of the flume, between sides and bottom planking!

Mr. Lacy shut out the water, ripped a couple of planks off each side of the flume bottom, and off the bottom of each side as well, then he replanked the sides clear down to the cross sills and then "cut-in" the bottom planking between the sides planking, so that when the floor settled a bit, it would not leave an open horizontal crack on each side of the flume, through which spouted enough water wasted to run a three-foot turbine!

Mr. Marston "called" Millwright Lacy for making a mis-fire of the plume planking, and also ordered a rod put vertically through each end of each cap and cross-sill, out side of the posts. After this was done, Mr. Lacy excused himself for making the planking blunder, and as an excuse, he told Mr. Marston that he didn't think! "Yes," replied Mr. Marston, "evidently you 'didn't think' when you changed over that line of shafting, either! Now, Sir, you just pack up your tools and get a job down in the Think Shop for a year or two and then I'll see about giving you another job!"

So Millwright Lacy went away and in his place Mr. Marston hired one James Crickets, who claimed to be the best millwright at large. He did have an extra large tool chest, and it was crammed with good tools too. Mr. Marston always watched his chance to see the contents of a millwrights chest as soon as possible after the man came on a job, and if the chest contained only a few tools, and they were in bad shap, poorly sharpened and neglected, somehow that millwright never stayed very long in Mr. Marston's employ.

There were half a dozen millwrights at work when Mr. Crickets came on the job, an enlargement to the elevator was being framed and there was much work to be done. Mr. Crickets' tools were good ones, well cared for, in fine condition, and Mr. Marston nodded his head in satisfaction as he glanced through the well filled big tool-chest.

On the third day "Jim Crickets" was on the job, a big six-horse load of goods broke an axle just as the vehicle was passing the elevator and a part of the load was thrown to the ground as a corner of the big wagon dropped. Jim saw something which looked like a keg, roll away beside of the mill pond and as soon as possible, he slipped out and looked for the object, intending to call the attention of the driver to the package. To his surprise, as he located the object, it proved to be a five-gallon keg of whiskey—this was long before these blue ribbon days—and Jim never said a word as he went back to his work.

But that noon, after Mr. Marston had gone to his house for dinner and the lunch buckets had been emptied, Jim gathered the bunch around him, put them wise, and they went into the brush and toted the keg up to the elevator. What to do with it was the question, so Jim nearly emptied his big tool chest and divided his tools around among the other millwrights tool chests, then they put the keg in Jim's chest, fitted the keg with a quarter-inch spigot and bored a hole so a cup could be filled without removing the keg from the toolchest.

Every little while, thereafter, a Millwright would approach Jim for the loan of a tool, go to Jim's chest and—take a drink! Mr. Marston, who was "on the job" most of the time, noted the frequent borrowing trips and finally said: "What's the matter with you fellows? Haven't any of you got any tools? I never saw so much tool-borrowing on any

# THE AMERICAN ELEVATOR AND GRAIN TRADE

Forty-Second Year

job before in my life!" That threw a scare into the millwrights and they went so slowly and cleverly with their tool borrowing that the contents of the keg were finished and the keg thrown back beside of the mill pond where it landed from the wagon, just as the driver of the wrecked vehicle came along on his next trip and stopped to look for the keg. He found it, and six quiet grins followed the man as he loaded the empty keg on his wagon and drove away without even suspecting what had happened to the contents of the keg!

One day, Mr. Crickets was laying out a shaft at right angles to an existing line and he had trouble in getting the new line "squared" with as much accuracy as he desired. The work had to be done, overhead, on the under side of some dust sheathing. Two places had been plumbed up from the shaft and pencil-marked upon the sheathing, about 10 feet apart. A long straightedge was carefully laid up fair with the two marks, "shored" there with two bits of scantling between floor and straightedge, and a smooth, fine pencil mark made along the straightedge.

Mr. Crickets placed a carpenter's square against the straightedge at the point where the new line was to branch up, had a helper lay an eight-foot straightedge against the blade of the square, and then he drew a very light line along the short straightedge to mark the new shaft position. The straightedges and square were then removed, but Mr. Crickets shook his head when he looked at the

off by the steel square, which is shown at *I*, and considerably in error.

Mr. Marston came along and watched the millwright lay out the new line and asked Mr. Crickets what he would do in case the new shaft led off so close to the end of the line *A B*, that there was no room for laying off mark *E*? Mr. Crickets then drew another figure on the dust sheathing. He placed one needle of the short tram at *J*, where the shaft was to lead off, and drew a long arc *K L*. Then he placed one needle at *K*, and drew arc *M*. With a needle at *M*, he drew a long arc *N*. Then, placing the needle at *O*, where the two arcs intersected, he drew another long arc *P*, through point *M*. The arcs *N* and *P*, intersected at *Q* and the line *J Q* being drawn, the millwright showed that the same result was obtained as where the two trams were used. Millwright said he preferred the two trams, as the arcs were longer and the danger of error correspondingly lessened.

## NOVEL METHOD OF USING SMALL TRUCK

Quite often an added value accrues when equipment can be used for special service aside from that for which it was originally designed or manufactured. One example of getting the greatest possible utility from a piece of machinery is that illustrated in the accompanying picture.

Since 1918 the truck shown has been in daily use



CONVEYING ASHES FROM CAR TO DUMP WITH FLIVVER POWER, DONAHUE-STRATTON ELEVATOR, MILWAUKEE

new right-angle line. He hated to trust the 14-inch blade of an old square to direct a 10-foot line of shafting.

Proceeding to his tool chest, Mr. C. dug out several pieces of white pine, three quarters of an inch square and of various lengths. The longest one would barely go into his big chest and was nearly four feet in length. He selected the longest piece, also one about two feet in length, also a little round wooden box of sewing machine needles. Holes had been bored in both ends of each stick, and with a pair of pliers, Millwright forced the shank of a sewing machine needle into each hole, thus making of the sticks, two nice trams, each with most delicate marking points.

Going back to the shaft lay-out, Mr. Crickets applied the shorter tram to the point where the new shaft was to branch off and drew an arc which cut the original shaft pencil line in two places, one on either side of the central point. The whole thing is shown by *Fig. 1*. With the short tram, line *A B*, being the pencilled old shaft line from which the new shaft was to lead off at *C*, a point of the tram was placed at *C* and the other point swung around, making marks at *D* and *E*. Then the longer tram was placed in turn at *D* and *E*, and arcs struck at *F* and *G*. The intersection of these arcs at *H*, was the point "square" with line *A B* and the short straightedge placed at *C* and *H* permitted the line of the new shaft to be marked along the straightedge through those points. Mr. Crickets was right in his distrust of the line laid

between the elevators and offices of the Donahue-Stratton Company, Milwaukee, Wis. It is used primarily for the transporting of sacks, samples, and material of all sorts used at the elevators and as a mode of conveyance for workmen. In the illustration it was used to empty ashes from the power plant of the elevator, carrying them from a car to the waterfront dump.

The ingenious idea pictured here in the hookup shows how to secure a simple type of convenient power. After one wheel has been jacked high enough to allow belt clearance, a solid support of some sort should replace the jack, then all the remaining wheels should be blocked firmly in order to avoid all creeping by the car when under heavy pull. It is quite desirable to place 300 or 400 pounds of ballast in the rear of the car before proceeding, as this weight helps considerably in keeping the truck in proper alignment with the machine to be driven. A leather belt six inches in width is in use here, placed over the tire of the Ford and connected to the pulley on the conveyor.

This same hookup has been in use successfully for operating a large circular saw, a concrete mixer, and several other kinds of apparatus.

THE corn crop now being harvested in Argentina is estimated at 270,000,000 bushels compared with 176,000,000 bushels last year. This is the largest crop that has been harvested since 1914, and the increase is attributed to both an increase in acreage and a very favorable crop season.

## THE EXPORT TRADE IN GRAIN\*

### CARRYING STOCK

Exporters usually carry stocks, more or less, in one position or another. The question is how, where, and when to carry them. The policy is sound, but the practice is often the cause of serious losses. This is true in spite of the almost universal custom of carrying stocks hedged. For the purpose of protecting stocks of grain carried in export trade, our hedging facilities leave much to be desired. It is much safer, for instance, to hedge transactions in Canadian wheat at Winnipeg than to hedge similar transactions in American wheat at Chicago. Some of the difficulties are pointed out in later paragraphs in which hedging is discussed. A better hedging market would be a real boon to the exporter.

As a rule, it is not considered good practice for seaboard houses without interior elevator connections to carry export stocks at primary markets, except possibly at Duluth or Chicago. The chief objections are: (1) Many of the primary or larger interior markets are not strategically located for export trade; (2) the margin on which wheat is merchandised abroad will not stand the expense.

At Duluth Durum wheat that eventually moves abroad is stored while awaiting shipment by boat or delivery on futures contracts, and also off grades of Spring wheat that find their way into "Mixed Durum." Export stocks of Soft Winter, Hard Winter, and Spring wheats are carried to some extent at Chicago, because of its position on the Lakes. Wheat in store at either of these points, however, is much more likely to be owned by elevator operators than by seaboard exporters.

Minneapolis is not a storage point for export supplies because it is "out of line" for northwestern wheat moving to the Head of the Lakes, and also because nearly all of the receipts are absorbed by the mill demand. Local exporting firms and "fobbers" at Kansas City, Omaha, and St. Louis carry stocks at these markets, but the stocks are chiefly for domestic trade. The stocks carried for strictly export purposes are usually small because the rates for direct shipment to Galveston or New Orleans from much of the territory tributary to these points, particularly Kansas City, are lower than rates via these markets. Moreover, storage at these or other primary markets is likely to involve the exporter in extra switching, elevation, weighing, and inspection charges, as compared with direct shipments to a seaport.

The Atlantic seaboard firms rarely carry stocks at the Gulf. They prefer to buy f. o. b. vessel for deliveries suited to their orders. But "fobbers" with headquarters at St. Louis, Kansas City, or other southwestern markets, and exporters located at Galveston or New Orleans carry stocks regularly at these ports. However, even the exporters carry the wheat mainly for "fobbing."

Speaking of carrying stocks at Gulf ports, a New Orleans exporter said:

In order to take advantage of steamer room as it comes along, it is advisable and necessary for an exporter to maintain a stock of grain in store at tide-water. Then again, interior shippers are frequently behind in deliveries, and if the exporter is entirely dependent upon the specific quantity of grain purchased for shipment he would constantly be short of grain to fill contracts for tonnage booked ahead. Consequently, the exporter must carry a larger stock of grain than his forward sales call for. This surplus is generally hedged in Chicago, which hedge is removed as soon as the actual grain is sold abroad.

A certain proportion of the stocks in Gulf elevators is accounted for by consignments made by interior shippers, who accumulate stocks in order to sell same f. o. b. steamers. It has happened that Gulf ports have been considerably hampered for space by such consignments. For instance, during a heavy export movement elevator capacity is taxed to the utmost and thousands of cars ac-

\*The results of a survey by the Department of Commerce on the methods and possibilities of shipping grain abroad. Continued from page 763, May AMERICAN GRAIN TRADE.

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cumulate on track. The exporter buys his grain and books his ocean freights with a view to rapid through shipment, whereas the interior firms that ship their grain for the purpose of selling it f. o. b. steamer at the Gulf will allow their consignments to accumulate and will sell only when they can secure a premium satisfactory to them. Sometimes they will keep their wheat in the elevators six months or longer. This practice is an expensive proposition for them and does great injury to the exporters by taking up elevator space which, at such times, is sorely needed. Many of these interior shippers do not hedge their stocks, with the result that they leave their grain in store at the Gulf waiting for an upturn in the market.

From an export standpoint, stocks at a seaport are less mobile than stocks in almost any other position, for the expense of shipment to another port compels the exporter to book his ocean freights from the port at which the grain is in store. Nevertheless, exporters usually carry port stocks in order to be in a position to fill orders for small lots for prompt shipment and to take advantage of the very low rates at which parcel space can be obtained from time to time on liners that have not been able to fill up with better paying freight or which require dead weight for ballast. On such occasions wheat is often taken at nominal rates.

The war taught importers that it was practicable to rely more largely upon purchases for prompt shipment than they had supposed, and oversea conditions since have prompted them to buy in small quantities, often but a few "loads" at a time. This hand-to-mouth policy has tended to put a premium on supplies at seaboard, or near by, and has encouraged exporters to increase their port stocks. The results of carrying stocks at seaboard, however, are not always fortunate. When the foreign demand is dull—and at times it seems almost to disappear—the stocks can not be sold promptly, and mounting storage charges force the holder to put the grain afloat unsold, or even to let it go through to a foreign destination before it has been disposed of. Wheat in this position is regarded by foreign buyers as in distress, a belief that is fully reflected in the prices offered for it. In addition to these forced shipments, there is also some wheat deliberately consigned to foreign agents. So to the positions in which stocks are carried that have already been mentioned, we should add "aboard ship." This position is generally regarded by the trade as the worst of all.

A complete outline of the inspection of grain at Atlantic ports has been given by Laurel Duval, chief inspector, grain inspection department, New York Produce Exchange.

#### GRAIN EXPORTED THROUGH ATLANTIC PORTS

For the most part the grain exported from Atlantic ports reaches the seaboard via the Great Lakes through Buffalo or other lower lake ports.

This grain is inspected into steamers in the primary markets of Duluth, Chicago, Superior, and Milwaukee, in round lots of 50,000 to 200,000 bushels or more. These lots are kept "identity preserved" at Buffalo while being transferred through the elevators to cars for shipment to seaboard by rail or by canal to New York.

#### BONDED GRAIN

During the period of open navigation a great quantity of American grain finds its outlet through Montreal, and when this Canadian port is closed the flow of Dominion grain is directed to a considerable extent through American Atlantic ports.

Canadian grain passing through American ports is in "bond" and is kept "identity preserved" under United States customs supervision, as loaded into vessels at Fort William and Port Arthur or as passed over the border in cars if shipments are made "all rail."

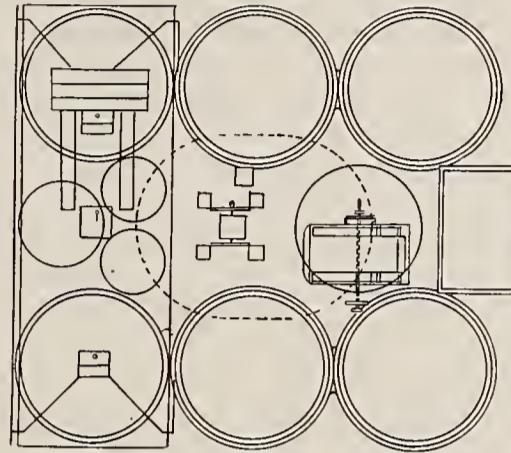
Bonded grain received at New York is unloaded into elevators operated by the various railroad companies, their subsidiaries, or into elevators owned and operated by the state. Infrequently the grain is loaded directly into the elevator from barges sealed by the United States customs officers. These operators are bonded and under United States cus-

toms supervision. From long and intimate observation, I believe every practical safeguard is maintained by these public utilities and agencies in preserving the identity of bonded grain to export vessels.

(To be Continued)

#### A KANSAS ELEVATOR OF SPECIAL DESIGN

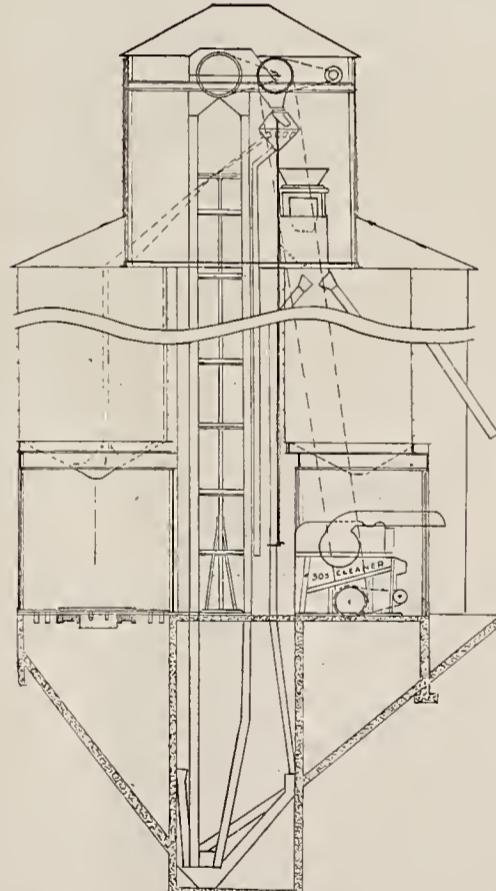
An elevator designed to meet all conditions and one which is sure to withstand the justly famed Kansas winds is the one shown in the accompanying illustration. It has a concrete basement and foundation, and everything above the foundation is of steel construction except the wheat cleaner and



GROUND PLAN OF ROZEL, KAN., ELEVATOR

driveway floor. The building belongs to the Union Grain Company, Rozel, Kan.

It has two elevator legs, and each of the legs has a carrying capacity of 1,800 bushels per hour. The cupola has an automatic scale of 1,500 bushels per hour capacity, and a dust fan. The equipment



SIDE ELEVATION UNION ELEVATOR, ROZEL, KAN.

includes a non-chokable elevator system and overflow spouts. Power is transmitted through a rope drive, and operation is by means of a 30-horse power semi-diesel oil-burning engine.

The bins are all made of No. 14 gage perfection metal sheets, each interchangeable with every other sheet of the same size tank. Each sheet after being formed is 7 feet 16 inches long and two inches wide. They are bolted by  $\frac{1}{8}$  and  $\frac{3}{4}$ -inch bolts with the rims of the sheets reinforced.

There is a warehouse equipped with overhead bins and a feed grinder with a pair of 9x26 inch rolls. There are four bins 11 feet 11 $\frac{1}{2}$  inches square by 40 feet 10 inches; two bins over the driveway 11 feet 11 $\frac{1}{2}$  inches by 28 feet 7 inches; two others

over the driveway 4 feet 10 inches by 28 feet 7 inches; one 7 feet 2 inches by 28 feet 7 inches; and one over the workroom 9 feet 6 inches wide by 28 feet 7 inches. There is also a bin under the workroom and two in the dump sink. The capacity of the house is 30,000 bushels.

With an elevator as thoroughly constructed and as well equipped as is this house, the Union Grain Company could be expected to "make good." A good elevator plus intelligent management ordinarily brings success to the operator.

#### "JIM DUNN"

BY HOOZUS

Jim Dunn, who runs the elevator at Sperry Siding, says: "They say wimmin are all right in their place, but I'd like t' have some feller tell me what ain't their place nowadays. Th' other day I was a'sittin' in th' office, with my feet on th' desk an' th' ol' pipe a'goin' jest right, when in comes one o' them tailor-made dames with ever'thing on her a'lookin' like it cost a milyun dollars.

"She comes right up clost t' me, throwin' out a scent that was a sorta blend o' Colgates, Woodbury's and Mennen's all poured together. Afore I knewed it, she was a'showin' me one of them books that tells ya ever'thing, from rearin' chil-drun t' puttin' a locomotive back on th' track. She was one o' them kind that don't use enny r's in their talk, an' after she got started she didn't even hes'tate at a period. If it'd been a man, I'd a'took a handful o' th' seat o' his plants an' lifted him out th' door, but a feller can't jest do that with wimmin.

"Th' next thing I knewed, she was a'sayin' good bye, an' I was a'holdin' th' book an' havin' a hazy notion that I'd paid her \$4.50 a few minnits afore. When I came to I was so dang mad I slammed th' book down behind th' stove, an' it would o' been there yet, but th' next day it turned cold an' I used th' blamed thing for kindlin'.

"I gotta flock o' trained mice in th' office now, an' I'm jest a'layin' for th' next dame that blows in."

#### LITTLE TIPS FROM "JIM DUNN"

When th' price is right, an' th' customer is right, all ya need t' do is get right yourself. Then it'll be all right.

There's a lot o' heart trouble in th' grain biz-ness. If ya survive th' first cupla 'tacks ya usely get over it; but some get scared at th' first good jolt an' sell out.

Paint'll cover a multitude o' seams if ya put on enuff coats. Keep your house painted, an' fool th' weather man.

'Stead o' complainin' 'bout bizness bein' dull, save your breath for a climb t' th' cupala, an' see how many things need fixin'.

When th' other feller's payin' a cupla cents more, he's either makin' a mistake or you are. Find out which afore ya start t' buck him.

One trade paper on your desk is worth a dozen addressed t' some other fellers. See that yours keeps comin'.

Th' diff'rance between a leaky car an' a well-coopered one in th' start is about \$1.50, but in th' end it's about \$50 an' a lot o' high-tension correspondence.

#### IDAHO GROWN CORN EQUALS EASTERN

Numerous inquiries were received at the Idaho Agricultural Experiment Station concerning the relative analysis and nutritive value of Idaho and eastern grown corn. As a result of this, a few samples of corn were secured from both sources, and though an extensive investigation was not undertaken, certain preliminary analyses were made. Four samples of two-year old corn were secured and analyzed, three of which were grown in Idaho and one east.

On the whole, these preliminary tests indicate that there is no material difference in Idaho corn grown in southern Idaho and eastern grown corn. It is proposed to collect further data, as the subject has become one of much importance to Idaho.

# THE AMERICAN ELEVATOR AND GRAIN TRADE



Published on the Fifteenth of Each Month  
BY

**Mitchell Brothers Publishing Co.**

**OFFICE:**

**Manhattan Building, 431 South Dearborn St.  
CHICAGO, ILL.**

**A. J. MITCHELL.....Business Manager**

**Subscription Price - - - \$1.00 per Year  
English and Foreign Subscription 1.75 "**

**ADVERTISING.**

This paper has a large circulation among the elevator men and grain dealers of the country, and is the best medium in the United States for reaching persons connected with this trade. Advertising rates made known upon application.

**CORRESPONDENCE.**

We solicit correspondence upon all topics of interest connected with the handling of grain or cognate subjects.

**Official Paper of the Grain Dealers National Association and of the Illinois Grain Dealers Association**

**CHICAGO, ILL., JUNE 15, 1924**

**COST OF OPERATING**

**N**OT many country dealers realize how much it costs them to handle grain and how much their margin of profit should be. If they did, not so many of them would be doing business at a loss. The U. S. Department of Agriculture studied the costs and margins in 40 country elevators in Kansas during 1921 and 1922. The results of these studies were recently given out and show that there was an average loss of 27 cents per bushel on the 2,820,257 bushels handled through the 40 houses.

The 40 elevators ranged in amount of business from 17,442 bushels sold, to 247,943. In the smallest house the operating cost was 6.86 cents; in the largest it was 1.9 cents. Between these extremes the cost varied widely, and did not follow the line of relative sales by any means. One elevator handling 49,000 bushels did business at a cost of 3.74 cents per bushel, while another house which sold over 100,000 bushels did so at a cost of 5.95 cents; and a 76,000 bushel turnover cost 6.45 cents per bushel.

The elevator whose costs per bushel were highest took an operating margin of only 1.35 cents and lost 5.51 on every bushel handled. But this was not the greatest loss registered. One house had a loss of 8.47 cents; another 7.34; and one 6.88. The two greatest losses, and several others of less magnitude, were occasioned by paying more for the grain than the actual market and freight. As high as 2.05 cents per bushel over the market was paid in one case, and the operating cost was 6.42 cents.

When we consider these figures in a de-

tached and cold blooded way, the foolishness of such practices is apparent. They are the result of ignorance of cost, or of foolish competition; either of which is inexcusable. Of course none of you would do business that way, but if your neighbor does, it makes hard competition. There is one thing about it however: That kind of competition won't last long.

**SOURCES OF LOSS**

**B**ECAUSE a scale weighs correctly on the first of January is no sign that it will do so on the last of the following December. Yet there are many dealers who do not have regular inspections of their scales regardless of the fact that every purchase and shipment may mean a material loss. At one terminal market last year, shipments of wheat alone were 84,303 bushels short in weight, an average of 27 bushels per car. Of the cars that were short weight, 2,673 were in good condition, 268 were leaking and 215 were patched. About 85 per cent of the cars were shipped from country points. Shipments from terminal markets were over 5,000 bushels short, but the worst offenders are the country stations.

Of the cars received in bad order at a terminal market last year, 2,383 of them had side, end, or bottom or corner leaks; 1,538 leaked at grain doors; 92 had seals improperly applied; 136 had the side doors cleated; 4 had end doors cleated and 72 had side or end door boarded. In many, not all, of these cases, the shipper could have avoided the leak or bad condition report, by proper inspection and careful cooping of the car before loading and by correct sealing of all doors after loading. These oversights make it difficult to collect claims in case of shortage.

But above all things it is necessary to have correctly weighing scales. Where the integrity of your weights is above question, claims are seldom fought. And there is always the possibility that, with faulty scales, you are cheating yourself on every transaction.

**REPORTS**

**A**CCURACY of Government crop reports is still somewhat under suspicion. This doubt, however, is more a tradition than a result of checking up present methods and estimates. Old members in the trade remember how a decennial census made it necessary to revise the wheat crop estimate of the previous year about 100,000,000 bushels. This and other wide guesses of the early years are still recalled when the monthly crop reports are mentioned and professional critics pretend to make light of them. The grain trade as a whole, however, has learned to sit up and take notice when the reports come out. Witness the immediate effect of the June report.

And there is cogent reason for this attention. Of late years the crop reporting service has improved markedly in accuracy and thoroughness. At the present time there are over 300,000 voluntary crop reporters and a staff of 60 state statisticians, beside the Crop Board and great force of statistics clerks at

Washington. The regularly employed state reporters make field counts along selected routes in their territories. This gives an accurate estimate of the changes in acreage from year to year. A crop meter, which gives the linear distance of fields along the route, has been employed recently, adding to the accuracy of the observance. Airplane photographs are being experimented with and there is reason to believe that these will be of great assistance. The estimate of condition is made by carefully weighing the judgment of the voluntary reporters. The separation of the Durum from the Spring wheat estimate was an important advance.

It is safe to say that no country in the world has more accurate advance information regarding its growing crops, nor in any country is this information more widely disseminated than here. The Department of Agriculture is to be congratulated on its performance and the trade has reason to be thankful that this most speculative element in the grain business can be so nearly discounted.

**FARM LEGISLATION**

**C**ONGRESS made a great hulabaloo about helping the farmer this year, but in reality did nothing. To be sure, it reduced the income tax schedule, but that is more than balanced by the bonus. All the talk about transportation reform, price fixing, and equalizing values came to nothing. The members of the farm bloc are on their way home to tell their constituents that these measures failed because the "interests" were against them.

This, of course, is not true. The proposed measures failed to become law because they were so unsound in theory and would have been so disastrous in practice that the country at large rose against them. Not for years has any bill been proposed in Congress which received the amount of public condemnation that was accorded the McNary-Haugen bill. This opposition was not only from the grain and milling trades, which would have been put out of business, but came from business men of the greatest variety of vocations, from economists, educators, and from a great many farmers. Along with other factors of gave importance, the acceptance of the bill would have involved the principle of price fixing by the Government. We all know that prices are not and cannot be made by law, and that if it were tried it would open a vicious circle of increasing values, which would segregate every industry, destroy all mutuality of interest, and upset the very foundation upon which our economic and business structure has been reared.

Unfortunately a great many farmers continue to be misled and will probably always believe that their economic position would have been improved by the passage of the McNary-Haugen bill. We judge this to be true by the big majority vote received by Senator Brookhart of Iowa for re-election. If Senator Brookhart's policies in general were adopted, we should cease to be the United States of America. Those that were

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left would doubtless call themselves the Federation of Soviet Republics of America. We would be without transportation; without the stimulation of competition; and without any incentive for initiative or energy. Perhaps those are the conditions under which a blatant voice and a fatuous intellect thrive best.

## POOR WHEAT PROSPECTS

**S**URPLUS wheat during the coming crop year will not be a burden, according to the June crop estimates of the Department of Agriculture. In fact it looks as though the millers would have a real problem in finding enough milling wheat to supply the domestic demand for high grade flour. The Winter wheat acreage of 36,898,000 has a condition of 74 while the Spring wheat is estimated at 82.3 on 16,920,000 acres. This would make the probable Winter wheat yield about 509,000,000 bushels, and Spring wheat 184,000,000 bushels of which about 50,000,000 is Durum. This would leave a total of only 643,000,000 all bread wheat, almost 100,000,000 under last year's harvest. The thing which lends particular significance to this wheat report is that it is reflected very generally by the wheat producing countries of the world. There is little doubt but that the competition for wheat during the coming year will be sharper than during the year just ending.

The outlook for oats is placed at 1,231,728,000 bushels or 68,000,000 less than last year; barley is about 40,000,000 under last year, standing at 159,893,000; rye is practically the same as in 1923, the present forecast being for 62,461,000 bushels.

The greatest losses in Winter wheat during the month were 21,000,000 bushels in Kansas; 5,000,000 in Nebraska; 2,000,000 in Missouri; 8,000,000 in Washington; 2,000,000 in Oregon; 1,400,000 in Idaho. Improvement was noted in Ohio, Indiana and Michigan for comparatively small amounts.

## POLITICAL PROMISES

**B**OTH of the nominating conventions will make a strong gesture to appease the wheat farmers for the lack of constructive legislation during the last session. As a matter of fact, Congress did about all there was to do, for economic misalignment can only be corrected by economic adjustments which are slow but sure. Legislation has been tried many times as a cure and has always failed. All of the remedies offered during the last session were bad medicine. Like a narcotic drug they might have given a temporary feeling of relief, but the after effects would have been worse than the original disease.

The only farmers who have been in a serious plight are the one-crop wheat growers. Growing conditions at present promise greater relief than Congress could ever have given, and the demagogues will have to make haste or nature will make their complaints seem ridiculous. There will be a short crop of wheat, and much of it will be of poor quality. This is the beginning of wheat farm re-

construction. But if good prices are obtained for wheat during the coming crop year, will it have any effect on the economic understanding of the farmers or of those who pose as the farmers' spokesmen? Probably not. Good prices this year will mean a vast increase in acreage next year, and we will be faced again with the problem of an unwieldy surplus.

If the profits of this crop are put into a dairy herd or other diversification programs instead of into more wheat acreage, the farmers will have little to complain of in the years to come. Of course all this has nothing to do with political platforms, and no doubt both old parties will adopt planks more or less radical, not as an aid to the farm situation, but as a means of attracting votes. It has always been so and it probably always will be.

## EDITORIAL MENTION

Congress this year made the whole country happy—When it adjourned.

The new crop will soon be moving. Hopè your elevator is in shape to take care of it throughout the season.

Mr. Brookhart of Iowa didn't do much to help the farmer, but he got renominated so his term can be said to have been a success.

The Swiss Government is to establish a monopoly in grain. The joker in the move is that it is undertaken at the instance of the Department of Public Economy.

Present prospects indicate that there will be a lot of damp grain to handle this year. A drier saves many disappointments when the returns come in, and, incidentally, considerable money.

The grain trade has been relieved of an oppressive burden in the repeal of the tax on telephone and telegraph messages. These taxes amounted to about \$34,000,000 a year, and the grain trade bore more than its share.

Loans made by the Government of Manitoba to the farmers of that province are being collected very slowly and the credit situation is serious. It is said that many farmers do not consider their debt to the Government as a serious obligation. If American farmers should get into that state of mind it would tie up quite a piece of change.

When the Canadian Government killed the monopoly by vessel agents of writing insurance on grain in passage on the Great Lakes, it provided a pleasant diversion for those who enjoy watching price cutting wars. New insurance companies are in the field and the competition has brought a reduction of rates from 30 cents per \$100 of cargo value, to three cents per \$100. The grain shippers can smile now, but it is recalled that the same Act which broke up the insurance

monopoly, also made it impossible for American ships to operate in Canadian ports, with the result that there was serious congestion at the Head of the Lakes and shippers took heavy losses, until by general agreement the new law was ignored. The insurance clause seems to be about all that is left of the law.

The St. Lawrence Waterway Commission, with Secretary Hoover at its head, is now inspecting the St. Lawrence River. No doubt they will find that it is wet; that it has a thousand islands; and that there are many summer homes along its picturesque banks. They may also find that it has the makings of a first class outlet for deep sea vessels from the Great Lakes to the Atlantic.

We suppose something has to be said about the Republican nominations at Cleveland, so we might as well get it off our chest. If the present Congress is a sample of what the people want in the way of representation, then Coolidge and Dawes are far too good for the party. We hope there is enough sanity left in the country that the courage and ability of this team of leaders can be recognized.

A "nation-wide conference of farm organizations will meet in St. Paul July 17 and 18 to perfect arrangements for expanding and carrying on the campaign for agricultural justice and equity," said George C. Jewett when the McNary-Haugen bill was defeated. Among the farmers present at this conference will be La Follette, Ladd, Brookhart, Capper, Frazier, Gooding, McNary, Norbeck, Norris and Stanfield. Perhaps they will also admit Royal S. Copeland whose farm in New York City has suffered by the machinations of the grain gamblers.

By the way, isn't this the George C. Jewett who has been living off of farm organizations for quite a number of years? We are not good at remembering names, but we vaguely recall that he was at the head of the wheat pool up in the Pacific Northwest and got out just before the pool went fluey after losing the farmers about 15 cents a bushel on their wheat, or was it 18 cents? We seem to remember also that he was the big gun in the U. S. Grain Growers,—you remember the U. S. G. G.—poor old U. S. G. G. Anything that George C. Jewett says must be so.

Commenting on the fact that at Dawson, Yukon Territory, Alaska, the people are eating bread made from wheat grown within seven miles of the town, the *Calgary Herald* doubts if profitable wheat production will go much farther north than it is at present, which, in Canada, is in the Peace River Country in northern Alberta. So far as growing wheat for export or shipping is concerned, this may be true, but it is easily conceivable that domestic wheat might, at times, be a useful and profitable acquisition by Alaska. When we recall how the supposedly northern limits of the corn belt of 30 years ago have been moving toward the Arctic circle, it may be that the North Pole itself some day be used to drape a scarecrow on to keep the crows out of the grain.

P. E. GOODRICH  
Winchester, Ind.BERT. A. BOYD  
Indianapolis

# NEWS OF THE TERMINAL MARKETS

## NEW OFFICERS IN NEW YORK CITY

The New York Produce Exchange held its annual election with the following results: President, J. Barstow Smull; H. H. Wunder, vice-president; Walter B. Pollock, treasurer.

The following were elected to serve as members of the Board of Managers for a term of two years: Watson S. Moore, P. S. Arthur, Richard L. Sweet, Roger N. Black and H. B. Worthen. For trustee of the gratuity fund for three-year term Welding Ring was chosen.

## TOLEDO PRODUCE EXCHANGE CHANGES RULE

By vote of the Toledo exchange on April 12, Rule 31, Section 1, was amended by the addition of Section 1-A. The price of inspecting samples of grain for members was fixed at 75 cents and for non-members at \$1.50. All inspection fees on cars received by members shall be \$1.75, and \$3.50 for non-members. These prices were effective Monday, April 14, 1924. Price for bulkhead car inspection is unchanged at \$3 per car.

## WORST OF DEPRESSION OVER

Receipts of rail grain in this market during the past few weeks have been of such small volume that they are scarcely worthy of comment. The territory tributary to this market has been supplying its requirements almost solely from ex lake receipts. While the receipts by lake have been very large, a large part of the arrivals have consisted of grain destined for export. The demand for domestic use while not as good as at this time last year has picked up considerably during the past few weeks and local dealers feel that the worst of the depression so far as the grain business is concerned is over. There is a much more confident attitude on the part of the trade in general and we are looking forward to a much more normal business when the new crops commence to move. —J. B. McKillen, Inc., Buffalo, N. Y., *Market Letter of June 13*.

## GRAIN MARKET SLOWS DOWN

The grain trade here has been fairly active for the past several days but has been curtailed very perceptibly during the past few days, we believe, on account of a very active market and views entertained by buyers as to this market holding. We look for a continued demand south for some weeks to come and are receiving some inquiries now for new oats.

Corn is not being handled in quantities but there is some corn business being accomplished every day.

Export business via the barge line has been very quiet for some weeks past though there is some rye being shipped through here now, this rye being loaded on the barges of the Mississippi Warrior Service.

Heavy rains continue to prevail throughout this section and has done much damage to cotton.—*Halliday Elevator Company, Cairo, Ill., Market Letter of June 12*.

## LIGHT RECEIPTS THE RULE

Hay continues in light receipt; however, there is practically no demand existing with prices barely holding firm at quotations below. Clover and Clover Mixed hay is not wanted at any price; it is a question of finding a buyer.

Receipts of straw have been somewhat heavier with the demand somewhat easier. Fine packing hay is in light receipts, with just a fair demand

prevailing. Lower grades are not wanted at any price.

Oats continue in light receipt; however, there is sufficient arriving to meet the demand, with prices somewhat higher in sympathy with the western market.

Receipts of shelled corn continue light; however, are equal to the very light demand existing; buyers wanting nothing but Number 2 yellow kiln-dried corn. Receipts of ear corn are light, with just a fair demand prevailing; prices, however, have increased somewhat. Lower grades of ear corn are not wanted at any price.—*Samuel Walton Company, Pittsburgh, Pa., Market Letter of June 13*.

## DENVER EXCHANGE SELECTS NEW PRESIDENT

One of the best informed men in the western country with regard to merchandising grain is L. H. Connell, of Denver, Colo. At the annual



L. H. CONNELL

meeting of the Denver Grain Exchange Association this spring, Mr. Connell was elected president and is said to be one of the youngest men to head any of the exchanges.

Mr. Connell was born in 1894 and spent all his early life in Denver. When he left college he commenced work for the Colorado Milling & Elevator Company, and remained continuously in the employ of that company since 1912. Early in the period of his connection with the company, he was at the Crescent Flour Mills, in Denver, and later he earned the appointment of assistant manager of the Rocky Mountain Grain Company.

He has an unusually wide acquaintance among western grain men, and the friendship and confidence of his fellow grain men was expressed by their act two years ago in electing him a director of the Exchange. The close attention and earnest effort which he has demonstrated throughout the period of his term as a director indicates to those who know him that progress and successful achievements will mark the term as president, which has just commenced.

There will be ample opportunity for Mr. Connell to exercise his abilities, as Denver's importance

as a grain market is rapidly increasing. By means of his personal magnetism and knowledge of the grain business, Mr. Connell will very likely do much to foster this progress.

## NEW OFFICERS AT WICHITA

At the annual election of officers of the Wichita Board of Trade, Roger S. Hurd, vice-president of the Red Star Milling Company, was elected to the presidency, succeeding Lon H. Powell, president of the Wichita Terminal Elevator Company. Other officers elected were: I. H. Blood, vice-president; L. H. Powell, C. A. Baldwin, J. A. Woodside and H. L. Chowning, directors. Mr. Hurd is said to be one of the youngest exchange presidents in the United States. The three retiring directors are: J. H. Moore, Roger S. Hurd and I. H. Blood.

## WHEAT MARKET SHOWS NO CHANGE

Our wheat market is almost entirely nominal in the absence of offerings, although there is a good demand from both millers and shippers. The milling qualities have followed the full advance in futures, although the lower grades do not share in the bulge to its fullest extent.

Corn and oats are meeting an excellent demand here and our trade is in a position to absorb a more liberal supply of both and premiums are exceptionally strong at this time. With the light movements we are looking forward to a strong market during the near future.—*E. P. Bacon Company, Milwaukee, Wis., Market Letter of June 12*.

## WEATHER CONDITIONS UNFAVORABLE

Receipts of corn recently have been moderate, and prices have been following the trend of other markets. There has been a good demand from industrial sources, but business for shipment is still limited. Weather conditions have not favored the growing crop and considerable replanting has been necessary.

Receipts of oats have been light and there has been a good demand for all arrivals. Prices here have been holding in line with values in other markets. Reports from the growing crop are favorable.—*Mueller Grain Company, Peoria, Ill., Market Letter of June 12*.

## EASTERN MARKETS NOT FOLLOWING ADVANCE

The receipts of oats here have been ample for the demand and elevators are holding heavier stocks than at any time this season. The demand is certainly very much below normal in the eastern territory. What oats have been planted are looking fine and buyers are not enthused regarding a possible higher price and the recent advance, if anything, has shut off what demand there has been.

Receipts of corn have been fair and demand slow. Stocks here are light but country offerings have been sufficient to take care of the little demand there is.

Western markets are showing up very strong and values advanced sharply but the eastern markets are not following these advances in their entirety. Most of the corn arriving is in excellent condition and it is surprising how the quality has improved from most territories. Sections shipping corn testing only 51 pounds in February are now shipping corn grading two yellow and testing 54 to 55 pounds. Much of the corn from Ohio and Indiana is grading two yellow of excellent quality.

Local movement of wheat in our territory has been a little better and farmers are more inclined

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now to sell than they were earlier in the season. The demand, however, from mills is extremely small. There is some demand in our local market here for sample Winter wheat which can be marketed to advantage.—*Harper Grain Company, Pittsburgh, Pa., Market Letter of June 12.*

## OMAHA EXCHANGE PRESIDENT INJURED

President Frank J. Taylor, of the Omaha Grain Exchange, was recently painfully hurt in an automobile accident, but at latest reports was recovering very satisfactorily.

Mr. Taylor was elected to the presidency of the Omaha Exchange last year. He comes of a line of grain dealers for his father, F. J. Taylor, Sr., was a charter member of the Peoria Board of Trade and was a member of the Chicago Board of Trade at the time of the Chicago fire. About 15 years ago, Mr. Taylor, Jr., moved to Omaha and began business in the Grain Exchange. He has conducted every branch of the business, commission, merchandising and brokerage—the latter being his present occupation. Three years ago he was elected as a member of the Board of Directors of the exchange.

Mr. Taylor's chief characteristics are tireless energy coupled with scrupulous honesty and fair-dealing and these won for him an almost unanimous re-election to the Board and his elevation to the presidency of the Grain Exchange.

## FUTURES MARKET IN WHEAT IRREGULAR

In the future market, action was more or less irregular but generally strong in wheat, with the close  $\frac{1}{2}$  to 1 cents above yesterday. Some considerable and important export business in wheat was reported today, although definite figures are not obtainable at this time. Arrivals of wheat in this market are of small volume and there is daily active inquiry for wheat of good milling character with the lower grades also finding satisfactory outlets. The recent violent fluctuations in the futures prices has somewhat unsettled the cash market but in a general way, it has followed the advance only partially. We believe, however, that wheat consigned to us now, will net the shipper mighty satisfactory prices and we do not hesitate to urge it.

Corn was generally strong throughout the session. Weather in the corn belt quite generally has been very unfavorable to the farmer seeking to finish planting his crop or replanting what is necessary, but the last few days have shown indications of some improvement though there were further unfavorable reports today. It seems apparent that at the very best, the corn crop is late enough to become in serious danger of real injury later in the season through one cause or another. Inspections here today 27 cars with the demand for the better grades continuing strong and active. Prices in this market today may be quoted  $\frac{1}{2}$  higher for white, and about 1 cent for yellow with all arrivals finding ready sale. We continue to believe that there is little probability of immediate material improvement in receipts and that consignments to us now will do well.

Oats were rather neglected and arrivals here small with prices quotable at about yesterday's levels.

Rye is inactive and dull.—*Bert A. Boyd Grain Company, Indianapolis, Ind., Market Letter of June 12.*

## MILWAUKEE CHANGES RULES

The Milwaukee Chamber of Commerce on May 21 adopted several amendments to the rules of the exchange, which will greatly facilitate its operations.

The amendment to Rule II, Section II, makes the rules governing transaction in mill feed and feed-stuffs conform to the rules of the United States Feed Distributors Association as they were amended at the Des Moines meeting on October 2, 1923.

The amendment to Rule 31, Section 1, requires the regular elevator making delivery of grain on futures contracts to furnish expense bills upon cancellation of the warehouse receipts.

Rule 32, Section 7 was amended to the effect that

certain restrictions are removed that prevented members of the Chamber elected since March 1, 1906, who were not members of either the Chicago or Minneapolis exchanges from enjoying the split rates of commission. Under the amendment all members may have their consigned grain sold in the Milwaukee market for 75 per cent of the full or regular rates of commission.

## INCREASING BOSTON'S EXPORTS

BY L. C. BREED

In the spring of 1921, Frank L. Davis was selected by the Board of Directors of the Maritime Bureau, Boston Chamber of Commerce, to act as manager. At that time Mr. Davis was filling the position of chief of the Trunk Lines and New England Traffic Bureau, and previously, for a long time, had been identified with railroad service. It was the aim of the Board of Directors to have an experienced and forceful representative specializing on one subject, viz: to set in motion measures that were calculated to increase traffic through the port of Boston. This statement covers, as one may readily believe, many phases of necessary activity, and during the past three years much has been accomplished along the lines indicated as the result of the labor of Mr. Davis and his staff, with the co-operation of the Board of Directors. In view of the fact that the membership of the Bureau com-

urer the sum of \$2, signed the by-laws, and agreed to monthly dues of 50 cents for defraying the expense of the Board. Denison B. Smith was elected the first president of the Board.

The rates established at that time included a charge for receiving and shipping of wheat, corn and oats, of 1 cent a bushel.

The Board of Trade continued until January 7, 1876, when it was succeeded by the present association under the name of the Toledo Produce Exchange. Three of the original 35 signers to the incorporation papers are still alive, C. L. Reynolds, J. H. Bowman and John M. Fisk, none of whom, however, are now connected with the grain trade.

Henry W. DeVore is now the only one of the original 100 who is still a member and E. L. Southworth is the oldest living member.

During the 75 years of its existence the Produce Exchange has done a great volume of business, receipts reaching the peak in 1880 at 57,000,000 bushels. It later ran down to 11,500,000 bushels; since 1913 when reshipping rates were granted to seaboard ports the volume of business has steadily increased and has been stimulated by the granting of a 13 cent, export ex-lake rate in 1921, bringing receipts of 1923 to total of over 23,000,000 bushels.

Yes, times have changed during those 75 years, and times will continue to change, but in the future as in the past Toledo grain merchants will conduct their business honorably and effectively.

## CHANGES IN MEMBERSHIP

*Chicago.*—The memberships of the following on the Board of Trade have been transferred: Sam'l T. Aber, Richard Williams, Jas. M. Adam, T. W. Garland and Henry G. Campbell. The following were admitted to membership: Frederick L. Hannah, Henry S. Faust, A. Moyse, Alexander K. Ruxton, Robt. C. Start, Thomas Barnett, Jr., Ernest Vail Stebbins, A. A. Noonan and Frank Hood Ely. J. J. Henderson was suspended from the Board. Reported by Secretary J. J. Fones.

*Duluth.*—Alastair Guthrie and R. G. Sims are new members on the Board of Trade. The memberships of the following were withdrawn: W. L. Brisley, E. C. Warner and Ward A. Brown. Reported by Secretary Charles F. MacDonald.

*Kansas City.*—Clarence H. Black has been admitted to the Board of Trade on transfer from Jos. W. Smith. Reported by Secretary W. R. Scott.

## FORETELLS BULLISH MARKET

Buy wheat on every break. We have prospects of the biggest bull market in wheat since the war. The Government report was sensationaly bullish. The trade was taken by surprise. The crop experts missed out. Snow, Murray and Cromwell guesses averaged 735,000,000. The Government makes the crop only 693,000,000. In this estimate is 40,000,000 of Durum leaving us with only 653,000,000 bread wheat. Foreign crops are short. Russia has suffered severely from drought. Canadian crop will be at least 100,000,000 to 125,000,000 less than last year. Our Pacific Coast wheat has been badly hurt. Foreigners will take our Hard Winters. Government report is bullish on Soft wheat. Ohio, Indiana, Illinois and Michigan are over 40,000,000 short of last year. Millers should be free buyers of cash wheat. Danger of a wet harvest should not be overlooked. Soft wheat premiums should advance rapidly. Country will be slow sellers. Visible supply decreased 3,196,000 bushels last week leaving about 40,000,000 in the visible as against 31,000,000 last year. Chicago, Kansas City and Minneapolis hold 26,000,000. This wheat will find a ready demand. Buy some wheat at the market and add to your holdings on any small break.

Corn higher. Weather conditions have been very bad and the new crop is securing a very poor start. Many fields in Ohio and Indiana are under water. Farmers have had to replant considerable corn. Country offerings are light. December corn is being bought by very good people. Weather conditions must be perfect to insure a large crop and accidents will favor the holder.

Oats quiet. Market responded to the strength in wheat. Cash oats in good demand and hard to buy.



MANAGER FRANK L. DAVIS

prises men directly interested in the export trade and in steamship lines, it will be seen that there is a strong backing behind Mr. Davis. It warrants the belief that still further substantial progress will be made in the near future to place Boston in a position to secure the full share of the export business of the country which its location and facilities strongly entitle her to receive. One of the important accomplishments of the Bureau is that of having enlisted the co-operation of all the industrial and commercial interests of New England in the effort to secure the abolishing of the differential and put New England ports on a parity with the other Atlantic ports.

## TOLEDO CELEBRATES

Seventy-five years ago on June 6, 1849, a group of commission men, forwarders and produce dealers met at Toledo, and organized the Toledo Board of Trade, and every minute of the time since then the exchange has been functioning efficiently and honorably through changing conditions.

When the group met to form the organization, a committee of three, consisting of A. F. Field, H. L. Hosmer and J. M. Boalt, was appointed to draft and present a code of by-laws for the regulation and government of the Board. It is interesting to note that the duties imposed on the officers 75 years ago are no different from those of today. Under the old laws, any person could be admitted to the Board who paid into the hands of the treas-

# THE AMERICAN ELEVATOR AND GRAIN TRADE

Forty-Second Year

Oats crop appears to be making satisfactory progress.

Rye is cheap. The big shortage in the world's wheat crop should stimulate a real export demand for rye. September rye at 38 cents under wheat looks like a real bargain. Market has been in a rut for a long time and will probably advance sharply when least expected.—*C. A. King & Co., Toledo, Market Letter of June 11.*

## MILWAUKEE TRAFFIC MAN HONORED

J. L. Bowlus, manager of the Transportation Department of the Milwaukee Chamber of Commerce, was recently appointed alternate general chairman of the Mid-West Regional Advisory Board. His duties on the board will include principally contacts arising between the railroads and shippers regarding adjustment of car service difficulties.

Mr. Bowlus began his career in 1901 in the freight offices of the Wabash Railroad, at Springfield, Ill. In 1905 he went to Moberly, Mo., and remained two years as chief clerk to the division



J. L. BOWLUS

freight and passenger agent; and in 1907 he was appointed chief rate clerk in St. Louis, and two years later, contracting agent for the Wabash, at St. Louis.

He entered his duties as traffic commissioner of the Springfield (Ill.) Chamber of Commerce in 1911, and later went to Milwaukee to head the Transportation Department of the Chamber of Commerce of that city. He is particularly well qualified in his working knowledge of rates, having first approached the subject from the angle of the railroads, then joining forces with the shippers, and finally as a public umpire on rates, adjudicating between railroads and shippers. This last type of experience was gleaned while he acted as transportation and rate expert for six years for the Public Utilities Commission of Illinois.

## TERMINAL NOTES

A brokerage office has been opened at Salina, Kan., by J. E. Bennett & Co., of Chicago.

Neudstadt & Co., of New York City have moved their offices to 25 Stone Street, New York City.

Capitalized at \$250,000, Webb & Kenward, Ltd., were incorporated at Winnipeg, Man., to handle grain, etc.

The Addison Grain Company of Kansas City, Mo., has absorbed the business of the Ernst-Davis Commission Company.

Henry Raddatz, formerly in the grain business at Toledo, Ohio, is now associated with the Blair Realty Company, of Toledo.

Thompson & Sons, grain dealers on the Winnipeg market, have suspended operations and are undergoing complete reorganization.

The Chicago Great Western Elevator at St. Joseph, Mo., is to be rebuilt, it is rumored. The original elevator was built in 1895 at a cost of

\$54,000, and had a capacity of 125,000 bushels. When the elevator burned it was leased by the Missouri-Kansas Grain Company.

C. S. Watts is now a representative for J. S. Bache & Co., of Minneapolis. He was formerly connected with Lamson Bros. & Co.

Clement, Curtis & Co., of Chicago, Ill., have moved their offices to 773-785 Illinois Merchants Bank Building, 231 S. La Salle Street.

The Seattle (Wash.) Chamber of Commerce started construction on June 1 of a new building to be occupied by it and the Merchants Exchange.

Joseph Simons & Co., of Chicago, Ill., have suspended operations, but Mr. Simons will continue his personal business on the floor of the Board of Trade.

J. G. Oehrl has recovered entirely from the operation which he underwent recently and is again on the floor of the Baltimore Chamber of Commerce.

Ray G. Sims is now associated with the McCarthy Bros. Company in its Duluth, Minn., office. He was formerly with F. M. Davies Company of Minneapolis.

Articles of incorporation have been filed by the Seaboard Grain Company, Ltd., which will operate at Winnipeg, Man. Its capital stock amounts to \$105,000.

C. R. Davis has severed his connection with Van Dusen-Harrington Company of Minneapolis, Minn., and has gone to California, where he will take up his residence.

The offices of the Chicago Grain & Salvage Company, Chicago, Ill., specialists in feed materials and salvage grain, have been moved to 931 Postal Telegraph Building.

The Harry E. White Company of New York City of which B. H. Wunder is manager, has removed its offices from Broad Street to the Produce Exchange Building.

H. Putnam for 20 years an active member of the Minneapolis Chamber of Commerce has resigned his position with Bartlett Frazier & Co., and will move to California.

The office of the John Hayes Grain Company at Salina, Kan., has been reopened with C. E. Davis of Wichita in charge as manager. He will be assisted by John Hayes, Jr.

The Merchants Exchange of St. Louis, Mo., on May 20 voted to change some of its rules to agree with those of the Grain Dealers National Association and other exchanges.

No change was made in the inspection and sampling charges of the Milwaukee Chamber of Commerce. The fees heretofore in effect remain in force until further notice.

Roscoe Grimm is now with the Byers Grain Company and is located at Hutchinson, Kan. He was until recently associated with the Clark Burdy Grain Company of Wichita, Kan.

The Farmers Terminal Elevator & Commission Company of Peoria, Ill., has been incorporated, capitalized at \$500,000. The company's offices are at 326 South Washington Street.

A new grain export firm was incorporated at Montreal, Que., by Henry Quintal and J. Cooney of Montreal. They will operate at Quintal & Cooney with offices at 66 Youville Square.

J. E. Weber & Co., of Kansas City, Mo., whose grain business went into a receivership recently, has been ordered to stop its handling of stocks and other securities by the Missouri Blue Sky Commissioner, B. T. Hurwitz, because of alleged irregularities.

Marion B. Sharp is no longer with the Moore-Seaver Grain Company of Kansas City, Mo., with which company he was connected for eight years, and on June 1 became associated with a local newspaper. He retains his Board of Trade membership, however.

Roger P. Annan of the Annan-Burg Grain & Milling Company of St. Louis, Mo., represented the St. Louis Merchants Exchange in Washington, D. C.,

during a good part of the last session of Congress, giving particular time and attention to the McNary-Haugen bill which was finally defeated.

Logan & Bryan have closed their Kansas City office. This branch wire house of the well-known Chicago commission firm had been in operation for 30 years. The office was under Joseph W. Smith.

A broad smile was worn recently by Arthur Blackburn of C. P. Blackburn & Co., grain receivers and shippers of Baltimore, Md., for on May 25 a bouncing baby girl took up her abode at his home.

W. A. Talbot has resigned his position with the Robinson-Wyatt Grain Company of Salina, Kan., and is manager of the branch there of the Beyer Grain Company which reopened its Salina branch on June 1.

George Bingham is in charge of the new Vancouver office which the Stewart Grain Company, Ltd., of Winnipeg, Man., opened. Mr. Bingham was lately manager of the New York office of the same company.

J. J. Sullivan has been appointed to the position of chief inspector of the San Francisco Chamber of Commerce Grain Trade Association, succeeding the late H. E. Bunker. Mr. Bunker had held the position for 20 years.

The new Kansas City Board of Trade Building will be completed by December, say officials of the Board. The pouring of concrete has been finished on six stories. The old building is being remodeled for other tenants.

Henry L. Saam is no longer New York representative of the Bartlett Frazier & Co., of Chicago. He resigned his position recently as the firm's representative on the Produce Exchange in their cash grain department.

B. C. Christopher of B. C. Christopher & Co., of Kansas City, Mo., and former president of the Board of Trade there, will, on July 5, sail with his wife, daughter and grand-daughter, for a three months' tour of Europe.

The annual spring golf tournament of the New York Produce Exchange was held at the Knollwood County Club, May 22. Ray Kilthau won the Barber Cup—a 36-hole contest. J. N. Claybrook won the first prize in the 18-hole contest.

The partnership formerly conducted at Philadelphia, Pa., by Brey & Sharpless has been discontinued following the death of Thomas K. Sharpless. R. Newton Brey, the remaining partner, will conduct the business under the old name.

Grain dealers in the Boston Chamber of Commerce Building have been subjected to a siege of mumps, and consequently for a time had their chief source of amusement, checkers, taken from them, in an effort to check the spread of the trouble.

The Mid-Kansas Grain Company was incorporated at Hutchinson, Kan., capitalized at \$10,000. O. P. Byers, H. J. Duvall, S. J. Fairchild, T. A. Fry and W. P. Byers are interested. All are affiliated with the Wichita Northwestern Railroad.

John Martin has been put in charge of the grain department of the Mixed Feed Supply Company of St. Louis, Mo. He was formerly with the Carlisle Burns Grain Company of Omaha. E. Garmon has charge of the consignment end of the business.

The Oklahoma City Grain Exchange elected Fritz Straughn, manager of the Choctaw Grain Company, as president; J. J. Stinnett, vice-president; R. C. Shelton, secretary-treasurer. The Board of Directors consists of W. B. Stowers, W. F. McManus, Frank Winters, Jesse Vandenburg, and George Gronan.

The payment of 20 per cent dividend to creditors of the Moore-Lawless Grain Company, Kansas City, Mo., has been authorized by the Federal Court. B. C. Moore, receiver, has \$80,413 on hand to distribute; and there are still some assets which have not as yet been liquidated. The total indebtedness of the company is \$247,302.

The Portland (Ore.) Merchants Exchange is reorganizing its grain department, so that it may function on a broader scale. It was voted to place the matter in the hands of a special committee

## FRANK C. CALDWELL DIES

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which will draw up a new set of by-laws and rules. F. L. Shull, president of the Exchange, appointed Frank E. Ryer, John J. Lavin, H. E. Martin, S. C. Draper and A. M. Chrystall to serve on the committee.

John E. Collins, Jr., is now assisting Lew McLaughlin in conducting the grain and hay business of Dan B. Granger & Co., at Cincinnati, Ohio, in the absence of Dan B. Granger. He was just recently assigned to work for the firm in Michigan.

The Nye & Jenks Grain Company of Chicago, Ill., has established a mill feed department and will handle all kinds of millfeeds and screenings. H. W. Bernhardt, formerly of the American Hominy Company and the Purity Oats Company, is in charge.

Charles Eyler has resigned his position as secretary-treasurer of the South Dakota Farmers Grain Dealers Association and is now associated with the Atwood-Larson Company, grain commission merchants of Duluth and Minneapolis. Prior to his affiliation with the association, he was manager of the Farmers Elevator at Artesian.

Harper & Sons of Des Moines, Iowa, who recently went into bankruptcy, are going to pay their claims in full. The creditors will be given 38 cents on the dollar in cash, and a note for remaining 62 cents, signed by each of the Harpers. The note will be payable on or before four years after date with interest at 6 per cent. The liabilities were \$256,712.07 and assets, \$280,103.49.

The National Commission Company has been organized at New York City by H. T. Morey, with offices at 801 Chamber of Commerce Building, and will conduct a brokerage business in grain and cereal by-products. Mr. Morey was for some time president of the Chippewa Feed & Grain Company. G. F. Forsyth has bought his interest in this company and will operate the business.

Toledo has several Isaac Waltons who left on June 8 for a two weeks' fishing trip, as guests of Harry Devore of H. W. Devore & Co., at Long Lake, near Alpena, Mich., 330 miles north of Toledo. Those who are to make a desperate effort to land some big ones are: J. D. Spangler, Delvan Hollister, Richard Sheldon, S. W. Flower & Co.; Charley Keilholtz of Southworth & Co., and Robert Devore.

## TRADE GOSSIP

The Pillsbury Flour Mills Company has equipped the 28 tempering bins in its Buffalo, N. Y., plant with the Zeleny Thermometer System.

S. M. Kuhnley, for 18 years with the Owens Grain Separator Company, is now traveling for the Weaver Company, northwestern representative of Sprout, Waldron & Co., of Minneapolis.

At the recent annual meeting of Weaver & Co., of Minneapolis, Minn., C. A. Weaver was elected to the presidency of the organization; J. E. Stevens, secretary, and E. H. Smith, treasurer.

The Pank Grain Door Remover is being made by the Strong-Scott Manufacturing Company of Minneapolis, Minn. The device is used by a number of Minneapolis terminal elevators and is a great time saver.

The Barnett & Record Company of Minneapolis has opened an office at 442 Marine Trust Building, Buffalo, N. Y., to take care of its eastern business in elevator and dock building. E. D. Casseday is manager.

A syndicate headed by the International Acceptance Bank, Inc., of New York City, comprising practically all the leading banks and trust companies of New York, and some prominent institutions of Boston and Chicago, has placed at the disposal of the new German Gold Rediscount Bank, organized by Dr. Hyalmar Schacht, a credit under which German two name trade bills, issued in dollars, and payable in the United States, will be taken by rediscount by the American banking syndicate.

THE imports of foreign rice to Japan for the first half of the crop year were slightly less than 6,000,000 bushels.

Frank C. Caldwell, a director of the Link-Belt Company since the purchase of the H. W. Caldwell & Son Company, by the Link-Belt Company in 1921, was stricken with heart failure the morning of May 15 while on his way to his bank in Oak Park, Ill. He died enroute to a hospital.

Mr. Caldwell was born in Indianapolis in 1866, and came to Chicago in the early eighties to complete his education at Union College of Law. He practiced until 1892 when he became vice-president of the H. W. Caldwell & Son Company. He became president in 1908, and continued until the Caldwell company was purchased by the Link-Belt Company in 1921.

Since then he has been a director of the Link-Belt Company. His long experience in manufacturing, his knowledge of law, his ability and his sound judgment, were held in high esteem by all who knew him.

Mr. Caldwell was president of the National Metal Trades Association in 1911-1912, and served as its treasurer from 1912 until 1922. He was a sturdy champion of the right of the individual to work without declaring allegiance to a trade union. He stood for the open shop, for industrial freedom, and opposed vigorously and courageously the efforts of organized labor to encroach on the rights of the individual and to exercise its growing



THE LATE FRANK C. CALDWELL

powers without accepting full responsibility for its acts.

He was a sterling individualist, for he was convinced that his country would continue to grow in general prosperity and happiness only through the encouragement of individual initiative and enterprise. A capable, worthy citizen was Frank Congleton Caldwell, always ready to discharge fully the duties that good citizenship imposed.

## FOREIGN TRADE IN 1923

Figures have been compiled recently by the Department of Commerce, showing the foreign trade of the United States in 1923, with some data comparing the exports with past periods and also with other countries. The figures used for 1923 are preliminary and subject to slight revision, though there is no likelihood of such revisions changing the general effect. A decline from the abnormally high levels reached by our exports of foodstuffs on account of reduced European producing capacity was to have been expected, along with Europe's recovery; and Europe's demands for industrial raw materials, which have been greatly reduced, should show an increase.

Wheat had occupied third place among our exports in 1922, and dropped to seventh place in 1923. In fact, the sharpest drops in 1923, compared with 1922, occurred in exports of grains—wheat, corn, rye, and rice.

The most striking feature in 1923 export trade as compared with 1922 was the sharp drop in value of crude foodstuffs generally, from \$459,000,000 to \$257,000,000. This reduced the share of this group

in total exports from 12.2 per cent in 1922 to 6.3 per cent in 1923.

In noting some of the interesting distinctions, it will be found that cotton held first in place among exports, by a wide margin. It constituted 197 per cent of the total. This is a slightly larger share of total exports than in 1922, but a considerably smaller share than prior to the war. Refined mineral oils occupied second place in 1923, as in 1922 and in the five years 1912 to 1917, prior to the war.

## INCREASING FLAX CROPS

Trials have been undertaken by A. H. Wright, on Wisconsin farms, in co-operation with the Flax Development Committee of the American Linseed Manufacturers Association. Decrease in flax acreage in the western states has caused an inconvenient shortage in the oil industry.

A number of trials have been undertaken with mixtures of flax and oats, flax and barley, and flax and wheat. Of these, Spring wheat and oats were found to be the most satisfactory grains with which to produce flax as a cash crop. Barley was found less satisfactory because it matures so much earlier than the flax as to make it impracticable.

As a result of numerous trials in 12 sections of Wisconsin, the most promising combinations of growing flax in mixed grain crops were found to be: Flax, 28 pounds, oats, 48 pounds; flax, 28 pounds, oats, 40 pounds; and flax, 35 pounds, oats, 32 pounds.

The advantages of growing this mixture are: (1) flax is a good cash crop and cannot generally be grown on the old lands of Wisconsin on account of weeds, a problem which is overcome when mixed with oats; (2) flax should normally be sown early, and when grown as a mixture with oats, early planting is assured; (3) a mixture of flax and oats is easily harvested and threshed, whereas flax alone is often exceedingly difficult to handle; and (4) the two crops can readily be separated from each other after threshing by means of an ordinary fanning mill.

## EXPERIMENTS WITH EMMER, SPELT AND EINKORN

Conclusions drawn from experiments with emmer, spelt, and einkorn, three distinct kinds of crops related to wheat, are presented in a new bulletin just issued by the United States Department of Agriculture. Bulletin 1197 should be of interest to field crop workers who want information as to the adaptation of these crops to the conditions in various sections of the United States. The bulletin seeks also to prevent, so far as possible, the exploitation of these rather minor crops in sections where they are not adapted.

Winter emmer, say the investigators, is not hardy enough to be grown on the great plains north of Kansas, and even in Kansas it may be winter killed. It is less productive than Winter wheat. Because of its low yields it should not be grown in any part of the United States or Canada.

Spring emmer should not be grown except possibly to some extent in North Dakota, eastern South Dakota, and southern Minnesota for the purpose of increasing crop diversification. In all sections of these states it is outyielded, on the average, by the leading varieties of barley or oats, or both, although in some years at some experiment stations it will outyield these crops. Even under conditions where rust and drought are common, emmer does not compare favorably with barley and oats.

Winter spelt is more productive than barley and oats in a limited portion of Maryland and Virginia where experiments have been conducted, and apparently also in Utah. The limits of its adaptation have not been determined, but it is probable that it will be found to give best results in comparison with other small grain feed crops in the area between the Spring and Winter oats and barley areas. It does not produce as high net yields of threshed kernels as does Winter wheat, even in those districts where it appears promising.

# THE AMERICAN ELEVATOR AND GRAIN TRADE

Forty-Second Year

## ADDITIONAL FACTS ABOUT THE FORT WILLIAM ELEVATOR

In the May issue a complete description of the latest unit of the Western Terminal Elevator at Fort William was given. J. H. Irwin, manager of the company at that point, has supplied some further facts about the plant as a whole which have much of interest, and give a better idea of the extensive operations of the company.

The Western Terminal has steadily grown since the erection of the first unit of the present plant by Barnett-McQueen in 1909, a tile, concrete and steel structure of 800,000 bushels' capacity, situated on the Kaministiquia River at the end of Edward Street, Fort William. With one receiving leg, two tracks and two receiving pits, it unloaded in 1912 75 cars in 13 hours and 20 minutes. Grain was shipped by two shipping legs over two 36-inch shipping belts along the top of the storage to four shipping bins, discharging to two boat loading spouts. The three hopper scales were each of 96,000 pounds capacity. This unit also had a cleaning leg, a screening leg, two wheat cleaners, one flax cleaner and two car loading spouts.

In 1913 and 1914 the Burrell Engineering & Construction Company of Chicago erected a 1,200,000-bushel workhouse and storage, using the same wharfage as the Barnett-McQueen unit, but with two receiving legs, four pits and two receiving belts, two receiving scales, two shipping legs and two shipping

a 30-inch receiving and shipping leg having two rows of 14-inch buckets and a storage of 14-10,000-bushel tanks and six interstice bins, the tower and storage giving an added capacity of 165,000 bushels. Two Northwestern Cleaners were installed on the bin floor and a 36-inch distributing belt also took grain from the first unit to the new storage. A 250-bushel per hour Ellis Continuous Drier with the necessary cleaning and drier garners was installed in the tower. Grain was taken from the storage to the shipping leg by a 36-inch conveyor belt and the same shipping gallery and conveyor to boats took the grain from this unit. An extra car loading spout was also installed.

In 1921 the large units were changed from public terminal elevators and the whole plant operated under private regular or mixing house license and regulations and up to this time trackage was only with the Canadian Pacific Railway but arrangements were made in November for the Canadian National trackage connection also.

In 1923 Fegles Construction Company built a workhouse of 143,650 bushels and a storage of 660,000 bushels directly east of the tile plant. The same trackage and wharfage accommodated this unit. The workhouse of 29 bins had two receiving legs, two shipping legs with four 120,000-pounds capacity scales. Cars were unloaded into four receiving pits, two on each track. Grain was taken to the receiving legs on two 36-inch receiving belts. The grain from the storage to the shipping legs and

of the second story is all taken up for machine and repair shop while the first floor has two lunch rooms each 24x24 feet and a three stall garage. Lunch rooms and inspector's office have wash basins with hot and cold water, electric dinner-pail warmers and lavatories with outside entrances. A 6x6 foot air compressor installed in the work shop supplies air throughout all the buildings and transformer house for the removal of dust from motors, auto starters and switch boxes. As the plant has its own dust collecting system we blow no dust or chaff outside the building but store it in two central screening bins. All legs, conveyors, car hauls, machinery, etc., are individually driven by motors with Morse Silent Chain, or other drive and the four car hauls by gear and pinion. Power is supplied by the Kaministiquia Power Company and is delivered to our transformer house at 22,000 volts, where it is transformed to 550 for the 2,405-h. p. motor load and 110 for the lights. Above the car shed of the Burrell unit is a sacking plant with a five-bushel automatic bagging scale and bagging shutes to load cars on two tracks. The average unloading capacity is 20 cars per hour and the average loading capacity is 20 cars per hour. The average boat loading capacity is from 50,000 to 60,000 bushels per hour, although on November 2, 1923, we loaded 130,000 bushels No. 1 Northern on the *W. L. Brown* in one hour, being at the rate of 2,166 bushels per minute. On November 25 we loaded 150,000 bushels No. 1 Northern on the *J. F. Durston* in one hour and 10 minutes being at the rate of 2,143 bushels per minute. Both the boats were in the best of shape to take the grain quickly and of a grade that we had plenty of in the building at the time.

Our head office is 467 Grain Exchange, Winnipeg, Man. C. G. Spencer is the president; Jas. Stewart, vice-president; D. C. MacLachlan, managing director; F. W. Cumming, secretary-treasurer; J. H. Irwin, Fort William, manager. Grain is supplied us by the Western Elevator Company, Spencer Grain Company, State Elevator Company, Malden Elevator Company, Central Grain Company, Donald Morrison & Co., Beaver Elevator Company, Warner Grain Company, Scottish Co-operative Elevator Company. These companies have over 400 country elevators in Manitoba, Saskatchewan, and Alberta.

## GRAIN SITUATION IN RUSSIA

The large grain shipments from Russia during the latter part of 1923 turned the balance of trade in its favor, according to the Department of Commerce. Shipments during March through the Bosphorus amounted to 10,029,770 bushels, and it is believed that the month of April practically completed the Russian grain shipments until next harvest. A group of Dutch importers are now in Berlin conferring with the Soviet Trade Commission in an effort to direct Russian grain shipments to the port of Rotterdam; and it is reported that the Export Grain Company has received an invitation to participate in the International Conference at Rotterdam, the Black Sea grain contract among others coming up for revision.

## INCREASE IN CANADIAN WHEAT

A steady increase in volume of wheat exports from Canada is noted in the monthly statement issued by the Dominion Bureau of Statistics. In April, 1924, 6,085,465 bushels in all were exported, as against 5,143,304 in April, 1923. The value in money this year, however, was lower by about \$300,000, totaling \$5,998,870. Included in these figures are 32,805 bushels sent to the United States, 2,972,469 to the United Kingdom and 3,080,191 to other countries.

There is also a slight increase in the quantity of wheat flour exported, including 8,984 barrels to the United States, 244,222 to the United Kingdom and 636,448 barrels to other countries, or a total of 889,654 barrels. Oats exported last month went to 1,347,665 bushels, compared with 453,173 in April, 1923. There was also a large increase in the exports of barley and rye.



NEW VIEW OF THE WESTERN TERMINAL ELEVATOR, FORT WILLIAMS, ONT.

scales, one flax leg, one triple screening leg, two wheat cleaning legs with five wheat cleaners and three flax cleaners. On the bin floor there were two 36-inch distributing belts, one 30-inch distributing belt with two 36-inch shipping belts conveying the grain from the workhouse to four shipping bins discharging their grain through two boat loading spouts. A 36-inch reversible cross belt with two trippers was installed to enable grain taken in on any of the three receiving legs to be binned anywhere in either storage, which also delivered grain to many of the cleaning bins in each workhouse. Above the car shed a bagging plant with a five-bushel automatic bagging scale was installed.

In 1915 S. J. McQueen built a workhouse of 65,000-bushel capacity directly north of the Burrell unit with 36 square bins, shipping leg, receiving leg, receiving pit, triple cleaning leg, car loading spout, receiving scale and shipping scale each of 30,000 pounds' capacity, a wheat cleaner, a wheat scourer, two wheat and oat separators and a screening machine, a Hess Outdoor Grain Conditioner and a shipping gallery with a 36-inch conveyor belt took the grain from this unit along the west side of the Burrell storage to boat loading spout at the dock. Cars were supplied this plant by a separate track but connected by crossover switches to the two tracks supplying the other two units. The 65,000-bushel house was operated as a mixing or hospital elevator, whereas the former two units were being operated as a public terminal elevator. The hospital elevator proving too small for the amount of business, was increased in 1917 by the Fegles-Bellows Construction Company by adding a joint shipping and receiving tower with a 96,000-pound scale,

from all scales to storage or boats was distributed or shipped over two 36-inch distributing belts and two 36-inch shipping belts to two shipping bins and from there through two boat loading spouts or to cars by two car loading spouts. Two cleaning legs received their grain from two batteries of five cleaning machines, so arranged that the grain could be delivered to shipping garners, four cleaning garners and from there either back to the workhouse cleaning bins to two Carter-Mayhew Wheat and Oat Separators or through two telescope spouts delivering grain to eight storage bins.

With the exception of the tile, steel and concrete unit all other units are of re-enforced concrete construction, modernly fireproof as possible. Many changes and alterations have been made due to the erection of the different units at different times. The plant now has 277 bins with a total storage capacity of 3,100,000 bushels, 10 car loading spouts, 10 shipping bins with a total capacity of 110,000 bushels, seven boat loading spouts, 12 receiving pits, three unloading tracks, 23 No. 9 Monitor Warehouse Wheat Cleaners, two No. 972 Monitor Northwestern Wheat and Oat Separators, four Monitor 8-A Double Flax Cleaners, two No. 9 and one No. 6 Monitor Screening Separators, 1 Carter-Mayhew Seed Separator, one No. 7 and one No. 9 Monitor Scourer, nine single unit Carter Disc Wheat and Oat Separators, a 250-bushel per hour Ellis Continuous Drier, 24-station Eco Magneto Watchman Clock System and a 12-station Harding Bros. Portable Clock System.

In 1919 a two-story welfare building 48x48 feet was erected by W. S. Bellows having a Government Grain Inspector's office 24 feet square. The balance

## DUST EXPLOSIONS IN GRAIN ELEVATORS

BY DAVID J. PRICE\*

## WHAT A DUST EXPLOSION REALLY IS

We should have no difficulty in understanding what a dust explosion really is and the circumstances under which it may occur. For some years dust explosions were surrounded by a shroud of mystery and we did not understand the matter. We seem to have no difficulty in clearly understanding that gas, when mixed with air in proper proportions, forms an explosive mixture and that if it is ignited an explosion will follow. As soon as we recognize the fact that finely divided combustible dusts and air when mixed in proper proportions produce an explosive mixture, we readily understand why dust explosions occur.

Two conditions are necessary for dust explosions: (1) There must be a proper mixture of dust and air in suspension, which must be of explosive proportions, and (2) this mixture must be ignited by some external source of heat or flame equal to or greater than the ignition temperature of the dust. It is now generally accepted that dust explosions cannot occur spontaneously. This must not be interpreted as meaning that there is no such phenomenon as "spontaneous combustion," which is quite a different thing from "spontaneous explosion." It is just as impossible to produce a "spontaneous dust explosion" as it would be to produce a "spontaneous gas explosion." The explosive mixture of dust or gas must be ignited.

Industrial plant dusts do not explode in the same manner as dynamite, gunpowder, and other high explosives; they explode in the same manner as gas or inflammable vapors. The dust must be in suspension in the air as a cloud, mixed with air in proper proportions, in the same manner that gas and air must be mixed in proper proportions in the cylinder in an internal combustion engine. The mixture of dust and air will not explode until it comes in contact with a flame or some other source of heat of sufficient intensity to cause it to ignite.

The dusts from any material which burns will explode under favorable conditions. The ease of ignition, of course, depends on certain factors, such as composition and fineness of the material and the quantity of moisture in the dust. As a rule, if the dust is sufficiently fine and dry enough to form a cloud or to be thrown into suspension in the air, it will be ignited, producing an explosion.

In industrial plant dust explosions, a series of reports resembling a roll of thunder is usually heard, probably because several explosions follow one another so rapidly that the report of one blends in with that of the next, making a continuous roar. The concussion which accompanies the original or primary explosion shakes the accumulated dust into suspension and permits the explosion to spread throughout the entire plant area, or as far as the dust is held in suspension.

In order to effectively prevent dust explosions and fires it is essential not only that all possible sources of ignition be eliminated, but also that the plant be kept clean, thus removing the medium through which the primary explosion may spread into the secondary and more violent explosion.

## INDUSTRIAL EXPANSION INCREASES DUST EXPLOSION HAZARDS

The question as to why we are having so many dust explosions in industrial plants is very frequently asked. To the investigators who have been engaged in a study of this problem for several years the opposite question seems more proper—"Why do we not have more dust explosions in industrial plants?" The industrial expansion to large scale operation and the increase in capacity and production have increased the quantity of dust produced and added to the dust explosion hazard. Naturally, the more dust created, the greater the possibility of dust ignition and explosion. The introduction of new types of milling machinery and equipment has created new ignition sources that

have been responsible for disastrous dust explosions, and it must not be concluded that all the recent dust explosions have occurred from common or previously determined causes. This is not the case. On the contrary investigators have shown many new causes which had not previously been brought to the attention of the investigating agencies.

The extent of operation of many of our industrial establishments has greatly increased the dust explosion hazard, particularly in the grain elevator industry. At present, elevators in the terminal markets of the United States and Canada are handling as much grain in one day as would be handled in several weeks on the operating scale of only a few years ago. This has naturally increased the possibility of dust settling and accumulating throughout the plant.

SOME METHODS OF CONTROL AND PREVENTION  
PLANT CLEANLINESS

It would seem almost unnecessary to refer to the great importance of effective methods for dust removal and plant cleanliness. The extent of dust explosions, however, has been very closely related to the quantity of dust that has accumulated throughout the elevator at the time of the primary ignition. Before an explosion or fire can take place, something to explode or burn must be present, and enough dust to allow the flames to spread must be in suspension in the air.

The most disastrous dust explosions in industrial plants have occurred in industries where the dust is permitted to accumulate on ledges, beams, girders, and similar places throughout the plant. In industries where the dust has been effectively controlled and good housekeeping practiced, the extent of the explosion has been localized.

It is gratifying to observe that progress is being made in developing pneumatic sweeping systems for the removal of static or settled dust in industrial plants. It is anticipated that systems of this kind will be sufficiently improved and developed to replace the old time "push broom" practice and reduce the possibility of flame propagation as a result of static dust deposits throughout the plant. Engineers in charge of industrial operations will find it advantageous to become acquainted with the advance made in this field and determine the practical value of installing equipment of this character for dust explosion prevention.

## WATER TRANSPORTATION ACTIVITIES

Grain dealers who have been keeping in touch with the development of plans to operate a large line service on the upper Mississippi and its tributaries, will be interested in the announcement that the Standard Unit Navigation Company is about ready to place its order for barges to be ready for operation in the fall. The barges are to be of two sizes, 50 and 100-ton capacity with a draft of three feet when loaded. They will be operated as units much as freight cars are on the railroad, an empty barge being spotted whenever called for and then picked up along with others, by a tow boat which also requires but three feet of water. The financing of the company is progressing.

The successful operation of this system is not contingent upon the completion of the river improvement projects which are now under way and which will require several years for their completion.

While it is planned to operate the first train of barges upon the Upper Mississippi River, officers of the navigation company, which is styled the "Sunco System," predict such a measure of success that, before many years, lines will be operated upon the Missouri River between St. Louis and Kansas City, the Osage and Gasconade, the Ohio, the Arkansas and numerous other navigable streams lying within the Mississippi basin.

Terminals at St. Louis and other cities served by the "Sunco System" are included in the plans. These will be so constructed that a freight car can be transported by a special arranged barge to the water and its contents unloaded quickly upon the

barge. The same contrivance, for which there is a workable patent, will remove a loaded barge from the water and place it alongside a freight car, so that the barge's cargo may be transferred to freight cars expeditiously.

This arrangement, needless to say, will be invaluable to the rapid handling of grain and produce.

All of the officers and directors of the Standard Unit Navigation Company are St. Louisans except two. The names of officers and directors follow: President, Carl J. Baer; vice-president, Adolphus Boeckeler, vice-president of the Boeckeler Lumber Company; treasurer, M. D. Ball; secretary, James Campbell.

Directors—Baer, Boeckeler, W. Frank Carter, attorney and director of a number of corporations; William C. D'Arcy, president of the D'Arcy Advertising Company; D. M. Flournay, vice-president of the Alligator Clothing Company; James Campbell and H. R. Small, attorney, all of St. Louis, and Ashley Cockrell of Little Rock, Ark., and James R. Howard of Chicago, former president of the American Federation of Farm Bureaus.

## GRAIN SITUATION IN NORTHERN AFRICA

The latest reports for Northern Africa indicate that while some rain has fallen in Algeria, Tunis, and Morocco, drought still prevails over wide areas, and heavy rains are needed to save the crops. The wheat crop in Egypt is being harvested and is said to promise a normal outturn. The yields of barley are above the average.

The agriculturist in the northern part of Africa has a good many problems with which to contend.



GRAIN MARKET AT DAR BEL HAMRI, MOROCCO

There are no store-houses for grain, and the distance between farms and railways is as a general rule over 10 miles and sometimes as high as 40 miles. There are bad roads, many of which are impassable in winter. In order to avoid risk of loss and to be able to realize in time the sums he needs for the following season, he is obliged to clear off and sell his crop as soon as it is harvested and before the roads become impassable. All products of the same district are thrown on the market at once and the farmer has a hard time safeguarding his interests at the time of sale, clearing stations are obstructed, and general injury results.

A good deal has been said already as to the necessity for large store houses in the area referred to. Destruction of a vast quantity of wheat occurred in 1918 on account of remaining exposed to the winter storms as a result of lack of housing facilities and means of transport.

Some idea of the primitive method of handling grain in Northern Africa can be gained from the accompanying illustration. The market depicted is in Morocco, but the conditions at many points in Algeria and other adjacent localities are quite similar.

For some time back there has been work on the building a granary in the Algerian area, similar in some respects to American elevators. This building will have two parts—for storage, and for machinery to handle the operation. Slowly but surely modern inventions are conveniences are creeping into this land; and grain storehouses are not forgotten.

From the address delivered at the annual convention of the American Association of Port Authorities, New Orleans, La., December 10, 1923. Continued from Page 692, AMERICAN GRAIN TRADE.

## NEWS LETTERS

## PHILADELPHIA

WM. A. LOCKYER CORRESPONDENT

WHILE exports of flour through the port of Philadelphia during the month of May were greater than the preceding month, grain exports fell off with the exception of oats and barley. Grain unloaded at the Port Richmond Elevator of the Philadelphia & Reading Railway during May aggregated 1,344 cars, split up as follows: Wheat, 1,219 cars; oats, 78 cars; barley, 25 cars and corn, 22 cars. At the 29th Street Elevator of the same company there were 39 cars unloaded, 33 cars being oats; 4 cars being mixed grains and 2 cars being corn. At the Girard Point Elevator of the Pennsylvania Railroad, there were 980 cars unloaded during the month, 905 cars being wheat; 67 cars, corn; 7 cars, rye; and 1 car being oats.

George A. Stuart, of the Bureau of Markets, Pennsylvania Department of Agriculture, declares Mifflin County is the first in the state to undertake the important step of adopting the standard wheat grades established by the Federal and state agricultural departments. Mr. Stuart, in charge of grain marketing, will spend considerable time during the wheat marketing period next fall in Mifflin County. He will visit each miller and instruct him in a uniform method of grading.

Shippers and receivers of foreign freight are now assured a most complete schedule of direct regular sailings to the principal ports of the United Kingdom and Continent via the port of Philadelphia as the result of several new lines and improvement in services already in operation, according to the Ocean Traffic Bureau, which is supported by some of the largest grain exporters here.

Announcement that the American Merchant Lines will this month enter the London, Hull and Leith trades with modern A-1 cargo carriers gives the Port of Philadelphia, with lines already in service, an average sailing to these important ports every three days. At no other time in the history of the port have sailings been scheduled on such a frequent basis to these British ports.

Equally as important to the above announcement are plans perfected by the Consolidated Navigation Company, giving the port added services to Liverpool, Manchester, Glasgow, Bristol channel and Irish ports. Effective this month the above services coupled with those of the Bristol City, Furness-Glasgow, Philadelphia-Manchester, Leyland, Furness-Johnson, and White Star Lines, Philadelphia will have an average sailing of 12 steamers a month to these ports.

Philadelphia has been placed on a parity with Baltimore as to the minimum charge on which railroads serving this port will absorb loading and unloading charges on water-borne traffic, according to new tariffs which have been filed with the Interstate Commerce Commission and which recently became effective. Under these tariffs the railroads will absorb unloading charges on traffic carried at 9 cents per 100 pounds or more. The new tariffs were filed by the Pennsylvania, Philadelphia & Reading and Baltimore & Ohio railroads and are along the lines urged by a special committee of the Ocean Traffic Bureau on which were several representatives of the Commercial Exchange, which appeared before the Trunk Line Association last month.

C. Herbert Bell, former president of the Exchange and now head of the Quaker City Milling Company, is convalescing from a recent operation for appendicitis.

To encourage Mifflin County, Pa., farmers in the production of better wheat, the millers and warehouse men of that county have agreed to pay a premium over the market price for wheat that will grade high. A county association has been formed to co-operate with the growers and hereafter the members will buy each farmer's wheat only on grade.

According to the agreement, a premium of three cents a bushel over the market price will be paid for wheat grading as No. 1 Red Winter. Farmers producing

No. 2 Red Winter will receive the market price, and discounts will be suffered only by those growing low quality grain.

Grain brokers and railroad representatives here say that there is not likely to be congestion of shipping in Philadelphia similar to that in Montreal. Railroad officials believe shipments are about at their height now and will subside before the middle of June. Shipping of wheat has increased considerably in the last two months, due to the fact that facilities have been overtaxed by the overflow of Manitoba wheat, it was pointed out, and Canadians prefer to make use of Montreal because of lower rail rates. According to H. Dewitt Irwin, of Barnes, Irwin & Company, grain exporters, the 2½ per cent differential in rates between Atlantic ports and Montreal accounts for the congestion at Montreal.

Complete satisfaction was expressed here at the defeat of the McNary-Haugen bill in the House recently. There was vigorous opposition to the measure throughout the city, virtually every commercial and trade organization, including the municipality itself, protesting against the enactment of the measure. Prior to action on the bill, a delegation from the Commercial Exchange held conferences at Washington with Pennsylvania members of Congress as well as others, and pointed out the harmful effect it would have on business generally. Among those who participated in these Washington conferences were Hubert J. Horan, president of the Exchange; Albert Hood, flour exporter, and John J. Egan, secretary of the Ocean Traffic Bureau.

Railroad transportation costs are credited with an importance in the cost of living entirely unwarranted by the fact, declares the Pennsylvania Railroad in a statement on freight rates.

Of the 10 cents paid for a loaf of bread in New York, Chicago, Philadelphia or other of the larger cities, according to the Department of Agriculture, the railroads receive a third of a cent for transporting the wheat to the mills and a sixth of a cent for bringing the flour to the baker. If the railroads carried the wheat and flour for nothing, the saving on the price of a loaf of bread would be only ½ cent, promising no reduction to the consumer.

Freight rates on American railroads are the lowest in the world. The average rate on a ton of freight carried one mile in the United States is approximately 1 cent. For an equivalent service, English railroads receive three times as much, and French and German roads about four times as much. And their service does not compare with that of American roads.

Despite these facts, demands for still lower rates continue. Crippling of railroad service would cost the people far more than they could hope to save as a result of rate reductions.

B. C. Dickinson, secretary-treasurer of Louis Burk, Inc., has been elected a director of the Commercial Exchange, to fill the unexpired term of Thomas K. Sharpless, deceased.

Charles W. Lonsdale, president of the Simonds, Shields-Lonsdale Grain Company, of Kansas City, Mo., and a director of the Chamber of Commerce of the United States, was a visitor here recently, and conferred with members and directors of the Commercial Exchange regarding the legislative situation at Washington. Another visitor was Prince Taka-Tsukasa of Japan, who was accompanied by M. Sawamura, of Mitsui & Company, Ltd., exporters and importers. The prince is a third son of the Japanese Emperor and together with M. Sawamura conferred with members of the Exchange, being introduced by A. B. Clemmer, the secretary.

Other visitors included E. S. Becker, of Minneapolis; J. H. Kirk, of Kansas City; F. J. Becker, of Houston, Texas; V. E. Newcomb, of New York; F. J. Fisher, of Marysville, Kan.; John McMullen, Jr., of Minneapolis; George S. Milnor, of Alton, Ill.; A. C. Robinson, of St. Louis; S. J. Kelm, of St. Paul; A. S. MacDonald, of Boston; T. Macombe, of New York; T. A. Jaynes, of Baltimore and William Kelly, of New York.

On behalf of the Exchange, Hubert J. Horan is participating in conferences with Shipping Board officials and others regarding the establishment of Shipping Board combination passenger and cargo services between Philadelphia, the United Kingdom and ports on the Continent.

## MILWAUKEE

G. O. SKINROOD - CORRESPONDENT

MILWAUKEE grain receipts are again back to the point where they show declines as compared with last year. The story is told in figures by total receipts of 1,758,840 bushels for the past month as compared with receipts of 2,180,585 bushels for the corresponding month of last year.

The shipments of grain as reflected in the figures furnished by the secretary of the Chamber of Commerce, Harry A. Plumb, are close to normal, there being a disposition to heavy lake shipping despite the reduced supply of grain which is being received. May, as the month when navigation gets into full swing, usually reflects large grain shipments.

Milwaukee grain men say the small grain receipts are to be expected in view of the small volume of grain trade which now applies at nearly all of the primary markets. The offerings are light, due it is believed more and more to the meager supply of grain which is left in the country at the present time, together with the disinclination of farmers to market their grain to any extent just when they are straining every muscle to get their crops planted on time.

The flour movement of Milwaukee appears to be large with receipts for the past month of no less than 205,000 barrels in round numbers as compared with receipts of approximately 59,000 barrels for the corresponding month a year ago. The shipments of flour for the past month were much nearer normal with 62,000 barrels reported as compared with shipments of 63,000 barrels for May of last year.

The feed movement at Milwaukee appears to have speeded up quite a little with receipts of 3,555 tons as compared with receipts of only 180 tons for the corresponding month of last year. Receipts of 3,000 tons of feed are large when contrasted with the nominal supply reported last year.

The shipments of feed from the city for May, 1924, were also large with 24,641 tons reported as compared with shipments of almost 20,000 tons for the same month a year ago.

W. R. Anderson, publisher of trade papers in Milwaukee, has been chosen treasurer of the American Feed Manufacturers Association. Mr. Anderson has been well known in the feed trade circles of the country for many years.

The Chicago, Milwaukee & St. Paul Railroad has reported here that the traffic in the last 30 days for which compilation was made was only 155,000 cars compared with traffic of 172,000 cars for the same month of last year. The drop in grain traffic was in line with declines in all traffic lines, according to President H. E. Byram.

Grain traffic as well as other lines will be fully restored when the new crops begin to move which will happen shortly, Mr. Byram maintained. He said there was nothing wrong with business and with business conditions generally except that politics has destroyed confidence in future prosperity to a large extent. This will blow over after the elections.

Milwaukee flour mills have been speeded up a bit in the past week with flour production of 4,000 barrels of wheat flour as compared with an output of 2,000 barrels for the week previous and a production of only 300 barrels for the corresponding week of last year. Trade, although quiet, has been stimulated to some extent recently.

The June rate of interest on advances at the Milwaukee Chamber of Commerce has been fixed again at 6½ per cent by the Finance Committee. This is the same rate as has prevailed for several months.

The stocks of grain in Milwaukee are now back to normal proportions after the large early shipments by lake as soon as the navigation season opened. At the opening of June the stores were 157,000 bushels

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of wheat, 120,000 bushels of corn, 162,000 bushels of oats, and 114,000 bushels of barley and 886,000 bushels of rye. Supplies of grain are even smaller than normal due to the scarcity of receipts for this season of the year. The rye storage is large, however.

\* \* \*

Wisconsin farmers do not like the low prices of rye, which has been quoted in the market around 65 cents a bushel and they are turning to some extent to other crops. In the war years when rye sold at \$1.30 to \$1.69 a bushel there was a marked increase in the acreage, especially in the central part of Wisconsin. The rye acreage is about 10 per cent under the pre-war level at the present time, it is 10 per cent less in area than last year and about 37 per cent under the peak production area in 1922.

The Winter wheat acreage in Wisconsin is also back to pre-war levels, due to the low prices and the depression in the wheat business. The acreage of the two grains for 1924 are given at 309,000 for rye and 59,000 for Winter wheat.

The report also adds that this has been a long feeding season for Wisconsin dairymen and since last year's crop of hay and grain was short in many sections, feed supplies are very low at this time.

\* \* \*

The commission rule of the Milwaukee Chamber of Commerce has been changed by a referendum ballot of the membership so that all members of the board may enjoy the split commission privilege on consignments.

Under the old rule only a part of the membership was qualified to split commissions. Under the new rule any non-resident member as well is entitled to have the grain he consigns to the Milwaukee market sold for 75 per cent of the regular rate.

On the present basis of prices of the various grains, the commission which all members shall pay is as follows: Wheat, 1½ cents per bushel; corn ¾ cents per bushel, oats ½ cents per bushel, barley ¾ cents per bushel and rye ¾ cents per bushel.

\* \* \*

An exceptional demand for oats is reported at the Milwaukee market although the price has soared up to and past the 50 cent mark. The cereal mills, shippers, as well as the feed trade are all inquiring for oats and this competition has led to a vigorous demand for certain grades. Corn is also in strong demand both by the industries and by the shippers. In fact the call for these grains has been such as to push up prices materially in some instances.

\* \* \*

A new milling corporation is reported at Manitowoc, known as the Oriental Milling Company with \$75,000 of stock or 750 shares of \$100 each. The company is organized to produce flour, feed and other by products of cereals. The organizers are Charles Gruhle, E. J. Peterson, Louis Schuette and Edwin Schuette.

\* \* \*

One of the principal factors in the big slump in the rye market as compared with last year is the report on exports sent here which shows that in the 10 months ending May 1 the exports of rye from the United States were only 12,000,000 bushels as compared with nearly 43,000,000 bushels exported for the corresponding period a year ago.

\* \* \*

Senator Irvine Lenroot of Wisconsin, one of the strongest promoters of the St. Lawrence deep water way in the United States Senate, says that the water way will be in actual construction within the next three years.

From now on, Senator Lenroot says, the negotiations between the United States and Canada regarding the water way will be very rapid.

James P. Goodrich of Indiana, formerly governor of that state, made an impressive speech at Madison, Wis., recently declaring that the people of Wisconsin must keep the water way project alive until action can be had from Congress. He stated that about the only opposition left to the water way is in New York where a scheme is opposed which would save billions for the Middle West just because it would take a few cargoes of grain away from New York. He said this is the same New York which is willing to use \$10,000,000 of United States funds to buy the Cape Cod Canal which would shorten the distance between Boston and New York.

Mr. Goodrich declared that the water way would bring the middle western farm district about 1,000 miles nearer the markets of the world and would help this section of the country to get back to pre-war conditions. He asserted with determination that he did not care even if the project cost \$500,000,000, the farmers of the nation could more than pay for it in the savings that they would make in only two years.

The address of Mr. Goodrich before the Kiwanis Club at Madison created a strong impression and helped materially to crystallize sentiment in favor of the water way.

\* \* \*

Milwaukee grain men took especial note of the fact that the new United States revenue law passed recently, repeals the tax on telegraph and telephone messages, effective July 1, it reduces the stamp tax on future trades by one-half and it eliminates the brokers' annual license fee of \$50 on exchanges

with memberships worth less than \$2,000. All of these savings are estimated to amount to several thousands of dollars annually for the Milwaukee grain trade.

\* \* \*

Attorney General Herman Ekern of the State of Wisconsin has announced that he has notified the attorney general of Nebraska that Wisconsin will join in the request for a rehearing in the United States Supreme Court on the recent Jay Burns Baking Company decision in Nebraska which held that states can not regulate the minimum and maximum weights of bread loaves. Mr. Ekern points out that the Wisconsin statute is similar to that of Nebraska and that if the Nebraska decision stands, the Wisconsin statute cannot prevail.

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Steady yearly increases in Milwaukee's present harbor tonnage of 10,000,000 tons is predicted in a report to the Harbor Commission of Milwaukee by Prof. F. C. Blood of the University of Wisconsin, who has been making a survey of the Milwaukee harbor and its needs.

The extension of Milwaukee's harbor plans will be based largely on this report, it is expected. While details of the report are not yet out and its application to the grain trade, it is known that the report does commend the present outer harbor development outline with its rail facilities, elevators and store houses. This harbor work will cost in the neighborhood of \$10,000,000.

\* \* \*

Milwaukee grain men were surprised by the report of the Department of Agriculture showing that the yield of wheat will be only 693,000,000 bushels against estimates of 725,000,000 to 750,000,000 bushels which had been current before the report came out. This estimate, it is believed, will go far towards cutting down the surplus American wheat production to an easily saleable and consumable margin.

**CINCINNATI**  
HARRY A. KENNY CORRESPONDENT

RECEIPTS of grain and hay at Cincinnati have shown an increase each month since January, over the corresponding periods of last year, according to the monthly report of D. J. Schuh, executive secretary of the Cincinnati Grain and Hay Exchange. During the month of May, 146 more cars of grain and 17 cars of hay were received at the local terminal than in May 1923. Wheat showed an increase of 101 cars; shelled corn 74 cars and ear corn 4 cars, while oats suffered a loss of 27 cars, rye and barely 3 cars each. Receipts for the month were as follows: wheat 324 cars, shelled corn 356, oats 163, ear corn 12, rye 6, barley 1, and hay 817.

\* \* \*

Death claimed a prominent member of the Cincinnati grain and hay trade last month, when Frank J. Heile, 61 years old, vice-president and treasurer of the Cincinnati Hay & Grain Company, died suddenly at his home in Covington, Ky. Mr. Heile was engaged in the grain and hay business for the last 45 years. He was one of the founders of the Cincinnati Hay & Grain Company. He was born in Cincinnati on March 25, 1863. Mr. Heile was a brother of Tony and Henry Heile, grain merchants. He was the father of nine children. Death was due to an attack of heart trouble. Mr. Heile had been ill for about a week. Mrs. Catherine Heile, the widow, and the following children survive: Mrs. Dr. D. J. Purrung of Cincinnati; Mrs. Edward Gross of Covington; Miss Mirella Heile and Miss Lorein Heile; Albert A. Heile, Elmer Heile, member of the Covington Board of Education and secretary of the Cincinnati Grain and Hay Exchange; Leonard Heile, Edward Heile and Marcellus Heile.

\* \* \*

H. Edward Richter of the Richter Grain Company, Frank Collins of Collins & Co., and C. A. Custer of the Curren Grain Company, will attend the annual meeting of the Ohio Grain Dealers Association to be held at Lima, June 18 and 19.

\* \* \*

The Early & Daniel Company has announced that Mrs. Mary K. Mitchell who opened the office of the Elk Creek Coal Company, in Cincinnati, which company recently sold its operations, has been added to the Early & Daniel coal sales department.

\* \* \*

Hay shippers to this market were advised to route cars via the Panhandle Railroad at the nearest junction permitted by traffic, as such cars switch free when sold for local consumption and save the buyer here from \$1 to \$1.50 per ton for switching, whereby increasing the value of the hay.

\* \* \*

David Jacobs, associated with the DeMolet Grain Company, and Miss Clara Fettig of Mt. Auburn were married May 28 at St. Francis Church. Following the ceremony the newlyweds departed on a honeymoon

trip to the East. Upon their return they will establish their home in Mt. Auburn.

\* \* \*

William A. McQuillan of McQuillan Company is now a grandpapa. A pretty 11-pound baby girl was born to his daughter, Hazel, wife of Harold A. White, general manager of the Republic Casualty Company of Indianapolis, Ind. Mr. McQuillan hopes the next will be a boy.

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For the second time in four years one of the national bodies representing the industries expressed in the name of the Cincinnati Grain and Hay Exchange will hold its convention in Cincinnati.

This year the City of Cincinnati is to be honored, on September 22, 23 and 24, with the presence of the Grain Dealers National Association convention at the Hotel Gibson, while four years ago the National Hay Association met here. This gathering of grain dealers of the United States will also witness the annual session of the U. S. Feed Distributors Association, a body representative of the manufacturers of all kinds of horse, hog and chicken feeds. At the same time the Weighmasters & Scalemen's Association will hold its annual meeting, when the various problems relating to the correct and impartial weighing of all products and commodities used in connection with the grain, hay and feed business will be discussed as well as the many questions concerning the proper care and operations of scales.

The fact that the grain dealers from all parts of the United States are to meet in Cincinnati pays a high compliment to the local members of the industry—it is a recognition of Cincinnati as a terminal and intermediate grain market, a size sufficient to merit its selection as a meeting place. Geographically Cincinnati is conceded to be of utmost convenience to the conventionists, but the Grain Dealers National Association gives that desirable feature second position when selecting an appropriate spot for the annual calling together of its members who are interested in every phase of grain handling.

With practical certainty the statement is presented that to the grain industry belongs the distinction of being among the first to recognize the value and the necessity for organization. The grain dealers were the first to accustom themselves to functioning as a unit. Within the organization the members obeyed the rules which had been promulgated by the buyers and the sellers for the mutual benefit of all and the organizations accepted responsibility for the rules as well as the enforcement of the same. This practice and custom also found expression in the members adhering to the public policies of their organizations. Every aim of these organizations was toward the ideal in business relations. The upshot of these efforts was to bring about a code of ethics that gave standing to verbal contracts involving thousands of dollars in each transaction. There are few lines of business where the quick or instant trading is required as in the grain business, and where such large volume involving great financial operations and trust take place. These conditions are all met by the grain exchanges and boards of trade. One of the outstanding methods of dealing with some of the situations growing out of trades is the system of arbitration which has been authorized by the legislatures of practically every state in the Union. In the grain business commercial arbitration has been highly perfected and availed of to a larger degree than in any other line of business.

The perfection of commercial relations in the grain business called for standardization of grades as well as customs, and long before the United States Department of Agriculture was authorized under the Grain Standards Law the grain exchanges of the country were engaged in bringing about the successful adoption of grades which should be recognized as standard so that No. 1 in St. Louis, Chicago or Cincinnati should be No. 1 in Baltimore or any other market.

When the Federal Government finally perfected its grades, the result embodied, very largely, the ideas of the trade and were obtained in co-operation with the traders. It is a matter of record that the Cincinnati market was among the first to furnish every facility both in the way of men and equipment, for the successful operation of the law. A special Investigational Committee representing the U. S. Department of Agriculture, visiting Cincinnati in 1919, pronounced the Cincinnati Grain and Hay Exchange equipment as meeting all of the requirements of the Department of Agriculture; in fact, the Committee gave it and other organizations credit for being considerably in advance of the Federal requirements as to sampling facilities. This fact was mentioned since at the time the United States Department of Agriculture was without authority to demand or require the employment of certain equipment, despite its great value in guaranteeing impartial and perfect sampling of grain, a matter of vital import to the producer and shipper. In other words, in line with the policy of the National Association "a square deal to all,"—advantage was not taken of a technicality in the law which had not covered the question of sampling equipment.

The close co-operation in the matter of sampling,

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inspecting and grading is typical of the efforts on the part of grain exchanges and boards of trade, in line with the policy of the National Association, to have this remarkable industry reach the level of the most respected professions. The result of these united efforts has made the grain business a profession—it has become professional in its functioning as well as in its ethics. Its business is not done behind closed doors:—its every act is open to public gaze and scrutiny; its rules are an open book, and the conduct of its members is never shielded. Behind these highly developed accomplishments we have the Grain Dealers National Association, ever urging to and bringing closer the good of perfection.

**BUFFALO**  
ELMER M. HILL CORRESPONDENT

INCREASED co-operation among grain merchants, brokers and others engaged in the industry for the exchange of credit information to prevent losses through bad accounts, speculators and fraudulent failures was urged by speakers at the 29th annual convention of the National Association of Credit Men in Buffalo at the Hotel Statler, June 9-13. One feature of the convention which brought 2,300 credit men to Buffalo from all parts of the United States and Canada was the group conference of grain merchants and the session given over to export trade development.

The value of the radio in broadcasting grain and feed quotations to dealers in rural parts of the country also was stressed by speakers who commented upon the increased use of this medium of communication by the larger radio broadcasting stations throughout the country. It developed that in less than five seconds after a transaction is completed on the Chicago Board of Trade, farmers throughout the Middle West are listening to the results by radio.

The pioneer in speeding up this information to rural grain dealers and farmers is the Chicago Board of Trade through station WGN, formerly WDAP, atop the Drake Hotel. This service, it was said, started in the spring of 1922 through station KYW. Radio station WGR at Buffalo is now broadcasting the daily price fluctuations on the Chicago and Buffalo exchanges through the courtesy of Callinan Bros., grain dealers in the Chamber of Commerce, and similar arrangements have been made by other broadcasting stations throughout the United States.

Another major problem discussed by the credit men at the Buffalo convention was the raising of a \$5,000,000 prosecution fund to be used as an endowment by the prosecution and investigation bureau of the National Association in New York to prosecute and investigate fraudulent failures. It was stated by speakers favoring the movement that while commercial crime is not on the increase, there is need for such a fund to act as an insurance against losses through bad debts and fraudulent failures.

Howard Kellogg, president of Spencer Kellogg & Sons, Inc., of Buffalo, was among the speakers at the session given over to discussing the development of the flax and linseed oil industry in the United States. Other speakers included Tyson Cleary of the Commercial National Bank, New York, "History of the Development of the Cotton Seed Oil Industry, Its present financial condition and financing problems"; C. E. Allen, Atlanta and Lowry National Bank, Atlanta, Ga., "Production Problems of the Cotton Seed Oil Industry"; Frank V. Moise of the Whitney Central Bank of New Orleans, La., "Marketing of Cotton Seed Oil."

Dr. Julius Klein, director of the Bureau of Foreign and Domestic Commerce at Washington, spoke on the development of foreign trade at the foreign trade section of the convention. Many grain merchants were interested in this session which was held in co-operation with the Foreign Trade Club of Buffalo of which William N. Kessell of the Buffalo Chamber of Commerce is secretary. Other speakers at this session discussed foreign trade financing problems and foreign credit interchange.

Many of the delegates associated with the grain and feed industry were taken on a tour of the elevators of Buffalo and the mills of Niagara Falls and there was a tour through the Niagara Falls Shredded Wheat plant.

The Appellate Division of the Supreme Court has upheld the decision of Supreme Court Justice Harry L. Taylor at Buffalo vacating the award of \$34,650 made by an appraisal commission in favor of the George Urban Milling Company, Inc., of Buffalo, against the city. The case has been pending in the courts for 10 years. The action brought by the grain and milling company grew out of New York Central tracks near the elevator and mill in Urban Street. The Urban company originally was awarded \$97,500 damages. Another commission was appointed of which Dudley M. Irwin, Buffalo grain merchant was a member; the award was reduced to \$34,650.

This finding was set aside by the courts on the ground that the award was based on an erroneous theory. The case now goes back to a third commission.

Several cargoes of flax from Argentina have been received at terminal elevators in Buffalo this spring via New York State Barge Canal from New York. Linseed mills in Buffalo have been making extensive purchases of Argentina flax and the Transmarine Corporation has been hauling the flax from New York elevators to Buffalo. More flax is now en route from South America to Buffalo via New York.

Office managers, many of whom are associated with large grain elevating and milling industries of the country, members of the National Association of Office Managers attended the three-day convention of the organization in Niagara Falls at the Clifton Hotel, June 12-14.

Grain has been pouring into Buffalo terminal elevators at a rapid rate since the opening of navigation on the Great Lakes. Since the opening rush, there has been a slowing down of the movement but elevators are handling close to 1,000,000 bushels or more daily. There has been no evidence of a tie-up at local elevators and shippers are getting good dispatch to the Atlantic Seaboard via the New York State Barge Canal and rail lines east.

**LOUISVILLE**  
A. W. WILLIAMS CORRESPONDENT

IT IS sort of between seasons in the local trade, and business is generally quiet as regards movement, storage, etc. It is claimed that retailers as well as jobbers are not carrying much stock, and mills are running along on light purchases. Elevator holdings are smaller than for a long time past. Out in the country demand has slowed up considerably, as farmers have good grass available, and in view of high prices for grain, and shortage of cash on the farm, there isn't much feed of any kind being bought. The long rainy periods of the spring have resulted in unusually good pasturage.

Wheat prospects are very poor, outlook being for small production, as acreage was small to start with, and it is claimed that a lot of it has been abandoned. Corn planting is way behind due to wet and cold weather throughout most of May, and early June has been quite wet, farmers being unable to work their lands.

Leonard A. Hewett, of the Bingham Hewett Grain Company, remarked that business appeared to be just a shade better than it had been, steadier markets having appealed to some buyers, and there has been slightly better orders coming in from country millers who have cleaned up grain in their own communities.

There has been an increased demand for mixed cars of feed, grain, etc., as a result of the country dealers placing small orders to carry their immediate requirements only. This business is not especially profitable to handle, however.

The Kentucky Public Elevator Company reported that daily handlings were below normal, while stock in storage was smaller than for a long time, there being only a little more than 100,000 bushels in a plant with a capacity of 650,000 bushels. Present holdings are 48,000 of corn; 33,000 of wheat; and 41,000 of oats.

Mills and elevators which generally receive wheat in late June and the first few days of July, for starting mills in early July, don't expect much wheat in before middle of July this year account of the cold and wet season, which is retarding early development.

Henry Fruechtenicht, local hay and grain handler, remarked that business was a little slow, but that it was normal for the season, and that the outlook was very fair as a whole.

The close of the spring racing season at Louisville on May 31, resulted in many horses going to other tracks, or back to central Kentucky farms, or the East, with the result that a number of local grain houses which handled a good volume of race business, are finding things a bit slower.

J. L. Marshall, president of the Kentucky Feed & Grain Company, was elected treasurer of the Exchange Club, of Louisville, at the annual meeting and outing at the South Park Fishing Club on June 5.

Two or more millers in Metcalfe County, Ky., have a right to feel peevish, as a result of receiving threatening letters, telling them not to grind grain or do business for tobacco growers who are independents, or non members of the pools. There has been a lot of destruction on independents plant beds

and property in that section, and growers have organized to patrol the roads, and properties regularly. Overproduction of tobacco and poor prices have resulted in increased ill feeling between association and non association growers.

Feed prices are somewhat weaker than they were due to fairly good production and reduced demand account of good grass. Bran in car lots, sacked, is selling at \$24 a ton, with mixed feed and middlings to be had at the same price, while hominy feed meal is \$32 and cracked corn, \$35.

Hay demand is slowing up and prices are a little weaker than they were. Principal quotations show No. 1 timothy, \$25@\$26 a ton, No. 2, \$24; No. 3, \$19@\$20; low grades, \$17@\$19; No. 1 Clover, mixed, \$24; No. 2, \$21@\$22; No. 1 Clover, \$25; No. 2, \$23; local Alfalfa, \$19@\$23; wheat straw, \$13; rye straw, \$15.

Grain prices are fairly steady. Local houses are offering wheat at \$1.15 a bushel; No. 2 corn, white, 85 cents; yellow, 84 cents; mixed, 93 cents; No. 3, grade, 1 cent under No. 2. Oats 54½ cents for No. 2 white; and 53½ cents for No. 3.

S. E. Ballard, head of the Ballard & Ballard Company, of Louisville, who has been at the Riverside Hospital, Jacksonville, Fla., since an operation for appendicitis on March 31, returned to his home in Louisville on June 4. He was at his winter home at Eau Gallie, when stricken. He is still ill and was taken to his home here in an ambulance on arrival.

Garnett Zorn, of S. Zorn & Co., local grain dealers, was presented before U. S. Commissioner Craft, on May 31, specifically charged of violating the Interstate Commerce Act in "Improper billing of a shipment of grain," and was held over under bond of \$2,000 to the U. S. District Court.

H. E. Bryant, agricultural statistician, in charge of the Kentucky office of the U. S. Department of Agriculture, division of crop and livestock estimates, claims a reduction of 50 per cent in Kentucky wheat this year, with a prospective crop of 3,743,000 bushels, compared with 7,688,000 last year. Rye is given at 192,000 bushels, as against 234,000 last year. Estimates indicate about 434,000 acres of wheat to be harvested, as against 620,000 acres last year.

Reports from practically all sections of the state indicate backward farming conditions, and relatively light planting of corn, tobacco and other crops, due to inability of farmers to work wet land.

**NEW YORK**  
C. K. TRAFTON CORRESPONDENT

ATE in May the annual meeting of the New York Produce Exchange was held with President Geo. Rossen presiding. The Committee on Rooms reported that every office in the huge building was fully rented and that the rentals for the year—1923-24—aggregated over \$553,000. This outcome was largely due to the efficient and energetic management of Lyndon Arnold, superintendent of buildings. For several years Mr. Arnold has been an active and able member of the Board of Managers.

After the completion of President Rossen's address a handsome silver tea set was presented to him by members of the Exchange as an appreciation of his services for two years. The presentation was made by former president Elliott T. Barrows who, in well chosen words, said many nice things about Mr. Rossen's administration. He was followed by another former president, James Ward Warner, who also spoke highly of Mr. Rossen's devotion to the interests of the Exchange.

Fred S. Lewis, vice-president of the Chicago Board of Trade, who is also a member of the New York Produce Exchange, received a hearty welcome from his numerous friends in the local grain market.

John F. Barrett, a prominent grain trader on the Chicago Board of Trade, but also a member of the New York Produce Exchange, was visiting friends and associates in the local market early this month.

At the annual election of the New York Produce Exchange early this month, there was no opposition to the regular ticket and hence the voting was light. J. Barstow Smull was elected president; B. H. Wunder, vice-president; Walter B. Pollock, treasurer. The following were elected to serve as members of the Board of Managers for two years: Watson S. Moore of W. S. Moore Grain Company; P. S. Arthur of the Arthur Company, lard and oils; Richard L. Sweet of W. L. Sweet & Co., Inc., grain merchants; Roger N. Black of Bowring & Co., steamships; and H. B. Worthen, of Worthen, Trott & Sullivan, commission merchants. For trustee of gratuity fund for full term of three years, Welding Ring, exporter, was

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elected. Mr. Smull, who is a member of the firm of J. H. Winchester & Co., shipping, was a former vice-president of the U. S. Shipping Board. Mr. Wunder has been a member of the Board for several years, and is of the firm of Harry E. White & Co., flour receivers. Mr. Pollock besides being a former president of the Exchange, has been for over 25 years a prominent officer in the N. Y. Central Railroad, being foreign freight agent.

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Members of the grain trade not only on the New York Produce Exchange but in nearly all the large markets of the country, as well as in the United Kingdom, expressed much regret on hearing that the well known grain receiving and export house of Power, Son & Co., had finally decided to discontinue their export business. It was not surprising that this caused keen interest and much regret for the firm had been prominent in the export line for approximately 70 years, being the United States correspondents of a still older concern, Power, Bros. & Co., Ltd., of London. For several years, it has been known to the close friends of O. M. Mitchel, head of the house in this country, had been seriously contemplating retiring, not only because he had accumulated abundant financial resources, but also because he had found that the margin of profit had not been commensurate with the risk.

At first there was an erroneous idea that the firm would stop entirely, which was untrue, as it will still continue its interest in domestic matters which includes its ownership of the Electric Grain Elevator Company at Buffalo, which is managed by H. T. Kneeland, a brother of Yale Kneeland, a member of the firm. Instead of discharging their clerks immediately, the firm generously gave them a vacation of four months, but two floor representatives, O. M. Mitchel, Jr., and Carl Koch, retired immediately and Mr. Koch left for a three months' visit to Europe. It was said that H. A. Schafuss, one of the oldest representatives on the Exchange, would continue in his same capacity.

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Max Stein, it was announced on the New York Produce Exchange, was no longer with the Neumond Export Corporation, and it was also announced he was manager of the New York office of K. and E. Neumond.

\* \* \*

H. L. Saam, formerly connected with the cash grain department of Bartlett Frazier Co., on the New York Produce Exchange, is no longer with that concern, and has become a general grain broker on his own account.

\* \* \*

Growing out of the recent bitter fight in Washington over the so-called section 28, which as everyone knows, referred to the preferential rates on freight shipped via U. S. Board vessels under certain conditions, several influential members of the grain and traffic trades, were naturally drawn together in an informal discussion, and considered the proposition to establish a real merchant marine. Finally, as a result there was established The American Export and Importing Conference. C. J. Austin, traffic manager of the New York Produce Exchange, was selected as president. Others active in the conference are: F. S. Davis, manager of the Maritime Association of Boston, Chamber of Commerce, W. H. Avery, Pacific Union Club, San Francisco; A. H. Page, president of Pagel, Horton & Co., importers; F. H. Price of the Millers National Federation; C. L. Hilleary, traffic manager, F. W. Woolworth Company; Paul M. Ripley, traffic manager, American Refining Company; R. F. Bausman, foreign sales manager, Washburn-Crosby Company; Cliff Lingo, traffic manager, Inland Steel Company; T. C. Powell, vice-president, Erie Railroad; V. B. Bendix, commercial agent, Canton Company, Baltimore.

It was the consensus that this would make a strong organization and result in general betterment of merchant marine affairs in this country.

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Among the important organizations established recently was that of the Blake Export Corporation, which was offered for the exportation of flour, grain, and other commodities to the West Indies and South American ports. The principal officers are: T. M. Blake, president, and T. A. Blake, vice-president, both of the Blake-Dobbs Company, grain exporters, while J. Gonzales is secretary-treasurer.

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Louis Sayre, manager of elevators for the J. Rosenbaum Grain Company, Chicago, was introduced to members of the local grain trade lately by the local representative.

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Charles A. Robinson of the well-known grain receiving and export firm of Robinson & Sweet will sail with Mrs. Robinson on the *Berengaria*, June 25, for a three months' visit to Europe, during which time they will visit many of the leading cities and also the principal resorts on the continent.

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Regret was expressed by members of the local grain trade, on hearing that the Buckwheat, Feed & Grain Corporation had decided to dissolve. This concern was started by Franklin L. Lewis, who is president, H. B. Day, vice-president and treasurer, William H. Trost, Jr., secretary. Mr. Lewis will con-

tinue to transact business on the Exchange in his usual energetic way, as he will still represent on the floor the well known grain, hay and feed firm of T. B. Huffman & Co. as he had been doing for the past seven years.

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Luther S. Dickey of McKenna & Dickey, grain merchants of the Chicago Board of Trade, was a visitor in the local market early this month.

\* \* \*

Edwin V. Phillips for years a popular broker on the Produce Exchange, and representative of the Hall-Baker Grain Company of Kansas City, received a hearty welcome back on the 'Change lately after an absence of six months of which five were spent in Mexico.

\* \* \*

Members of the New York Produce Exchange were pained to learn of the death of Wm. Heyman, aged 55, for several years general foreign freight agent of the Delaware, Lackawanna & Western Railroad. Mr. Heyman was considered highly in traffic circle and was known to be an expert in his line. He had many warm friends in commodity markets and notably among receivers and exporters of freight to all parts of the world.

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## DULUTH

S. J. SCHULTE - CORRESPONDENT

**F**EW CHANGES have been announced recently in changes of memberships or personnels of houses on the Duluth Board of Trade. A membership held by O. E. Harris has been transferred to Frank E. Pierce and O. E. Harris has taken over the membership of W. L. Brisley of the W. C. Mitchell Grain Company who has been transferred to Minneapolis.

\* \* \*

A boat freight rate of 1½ cents a bushel is now being used from Duluth and Superior for Buffalo delivery. This is the lowest rate made in more than six years, and it compares with a high of seven cents made in the fall of 1922. Owing to the low rate, vessel tonnage is being driven out of the grain trade, as it is claimed that only the largest carriers can do more than cover expenses at the present basis. It is presumed that the rate will stiffen up promptly in the event of shippers bidding for space to cover eastern delivery contracts. Elevator interests are claimed to be fully covered as regards space for nearby shipments, but some speculation is being indulged in regarding rates likely to prevail during the late summer and early fall after new grain begins to move to the markets. The outcome is conceded to depend upon the extent of the fall crop movement, and the demand for steamers to move iron ore.

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Holders of rye on this market are feeling much more cheerful than some time back as a result of the recent strength in that market and the call from export quarters. A substantial tonnage of rye has been sold for eastern delivery during the last 10 days and as a result of the higher range of quotations, some of the operators are beginning to see daylight. With the prospect of a final settlement of the German reparations problem and consequent looked for improvement in the economic situation in the European countries, demand for rye from over there is thought likely to be on a broader scale in the near future. Specialists in the rye trade on this market have made all arrangements to take advantage of any favorable slant that may come about in the export situation, and they are generally hopeful of coming out in their deals much better than had appeared likely up to within a few weeks ago. Receipts of rye from the country have been light during the last two weeks the bulk of the movement to the elevators here having been from Minneapolis. Stocks of rye in the elevators here as on June 9 were 5,000,000 bushels. The quotation in No. 2 rye showed an advance of over 5 cents during the last month.

\* \* \*

A load was lifted from the shoulders of elevator and commission men here on account of the McNary-Haugen bill having gone by the boards at the last session of Congress.

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A substantial improvement in operations in the corn market have been experienced here lately. A feature during the last 10 days of May was a movement of corn from Duluth to Chicago to cover delivery contracts down there. Stocks of corn in the elevators have been cut down from a peak of 6,000,000 bushels around the opening of navigation to less than 1,000,000 bushels at present. Over 1,000,000 bushels of corn were loaded out from the elevators for eastern delivery at the beginning of the month and from the present outlook it is thought stocks in hand will be cleaned up in the near future. Elevator men who have been taking a whirl in the corn trade this season have information to the effect that a fair tonnage of old corn still remains in farmers' hands and it is expected to come out to the terminals during the next

few weeks. Dealers at this point are counting upon an increased movement of corn and other coarse grains to this market to make up for a probable falling off in marketings of Spring wheat and Durum wheat on account of the curtailment in the acreages seeded to them this spring.

\* \* \*

Rates of commission to be charged by houses on the Duluth market during the present year as recently decided upon, show only minor changes from those in effect last year. In some cases the changes were made to prevent misunderstandings through a few of the regulations having been somewhat obscure and showing contradictions with other sections of the rules.

For buying and shipping in cars in lots of less than 5,000 bushels the new commission charges are as follows: Wheat and rye, 1½ cents per bushel; barley, 1 per cent of the gross proceeds, with a maximum charge of 2 cents, and a minimum charge of 1 cent per bushel; corn, 1 per cent of the gross proceeds, with a maximum charge of 1½ cents and a minimum charge of ¾ cents per bushel; oats, 1 per cent of the gross proceeds, with a maximum charge of 1 cent and a minimum charge of ½ cent per bushel; flaxseed, 1 per cent of the gross proceeds, with a maximum charge of 2 cents and a minimum charge of 1½ cents per bushel.

In lots of 5,000 bushels and more the charges are: wheat, barley and rye, 1 cent per bushel; corn, ¾ cents per bushel; oats, ½ cent per bushel; flaxseed, 1½ cents per bushel.

For receiving and selling from vessels, or buying and shipping by vessels, the charges are: wheat, rye and barley, ½ cent per bushel; flaxseed ¾ cent per bushel; corn and oats, ¼ cent per bushel.

Brokerage on C.I.F. contracts for the purchase, or for the sale of grain or seeds for shipment from, or to Duluth-Superior by vessel, the brokerage rates are as follows: wheat, rye, barley and flaxseed, ¼ cent per bushel; corn, 1-5 cent per bushel; oats 1-8 cent per bushel.

\* \* \*

In fixing the grades deliverable upon contracts for future delivery the Duluth board has set No. 1 Hard Spring wheat at 4 cents above the contract price. No. 1 Mixed Durum has been made deliverable at 4 cents under the contract price and No. 2 Mixed Durum at 6 cents under the contract price. The new grade of Mixed Durum as fixed by the Department of Agriculture at Washington will not be effective until August 15 next so that it cannot apply on July contracts, but it will apply on all delivery months thereafter.

\* \* \*

R. M. White of the White Grain Company has left upon an extended motor trip to eastern points. His itinerary called for a run to Toronto, Canada, where he will attend the international convention of Rotary clubs on June 16-20. From Toronto, he will motor to Cedar Point, Iowa, to attend the National Hay Association convention to be held there next month. This year's will be the twenty-first national hay convention that Mr. White has attended. He has always made it a rule, he asserted, to be on hand at those gatherings as he has found his attendance beneficial to him, both from social and business standpoints. "Some of my best friendships have been cemented at those trade gatherings, and I have found connections through personal contact that could not have been brought about through months of correspondence," he asserted. Mr. White expressed himself as sanguine on the score of recording substantial increases in his house's operation in coarse grains during the coming season by reason of the progress being made in the promotion of diversified farming over the Northwest and the supplying of wheat to some extent for other crops.

\* \* \*

Several sizable loads of grain have been loaded out of Duluth and Superior elevators so far this season. The Itasca Elevator started with loading out 475,000 bushels of rye on the steamer *W. P. Snyder, Jr.* The grain was for Montreal delivery via Port Colborne, Ont. On her return trip up the lakes, the same steamer took on a load of 478,000 bushels of corn from the Consolidated Elevator Company. On the following day, the Consolidated Elevator Company loaded out 487,000 bushels of corn for Port Colborne delivery from elevator "I". The Great Northern's Elevator "S" was the last to enter the list with shipment of 470,000 bushels of rye to Buffalo on the steamer *Schoonmaker*. With at least three freighters in the competition for loading records, some big cargoes are expected to be taken down the lakes from up here this season. Superintendent "Sam" Stales of the Consolidated Elevator Company's system asserted that all of its houses are working smoothly and are in position to give good despatch in the loading out of grain.

\* \* \*

"Hank" Jurgens, manager of the Quinn-Shepherdson Company's Duluth office, has returned from an extended inspection trip over northeastern North Dakota. He asserted that he found interior elevator men and the farming and business interest over that territory generally hopeful regarding the crop outlook. Though the season is backward, the wheat plant has stoolled well and good acreages of coarse grains have been seeded. Farmers over wide areas are showing a dis-

# THE AMERICAN ELEVATOR AND GRAIN TRADE

position to get into mixed farming and dairying as speedily as possible. Mr. Jurgens noted that large acreages have been seeded to flax, farmers putting it in to a great extent upon land they were unable to prepare in time for wheat.

Several cargoes of screenings have so far been moved over to this market from Fort William and Port Arthur, where the trade is finding them a drug. They have been commanding from \$5.50 to \$7 a ton according to grade. The houses that have been taking them in have made a practice for running them out again as promptly as possible for fear that this market might also become glutted. The extension of dairying over northern Minnesota is affording a broad market for screenings and feeds of all kinds to an extent that had not been hoped for a few years back.

James W. Woods, secretary of the Itasca Elevator Company, is away upon a visit to his relatives in England. This is the first trip he has made over there in several years.

## ST. LOUIS

W. F. WALTER

CORRESPONDENT

SOFT Winter wheat receipts were fairly liberal during the past 30 days, with the quality showing up a little better than the average receipts of good milling varieties. The demand was about equal to the supply and offerings were readily absorbed by the milling industries, with the bulk going to country millers. Lower grades were in good demand but receipts were limited and values on these grades advanced for this reason.

There was an improvement noted in export demand and some sales resulted, being the first real export trade consummated in some time. Prices remained fairly steady for cash wheat; the period closing on about the same level as it opened with a swing in between of about six cents per bushel. Stocks of Soft wheat are very low although there are fair sized stocks of Hard wheat on hand which are hedged against futures.

The anticipated movement of corn after the planting failed to materialize, consequently receipts were limited and quality grading mostly No. 3 Sample grade. One feature of this crop has been the absence of heat damaged grain, and few offerings of Sample grades were in that condition.

A good demand existed for oats of all grades, and receipts were liberal running mostly in grade to Nos. 2 and 3 white. All were readily absorbed. Sample grade, heat damaged oats were among the receipts and found ready sale at good prices. Values took an upward turn, the cause of which was reported as heavy shorts covering to make delivery.

T. G. Walton of Corno Mills, is an applicant for Exchange membership, having surrendered certificates of John Reid, also of that company, who recently moved to Cedar Rapids, Iowa.

Bran and middlings declined materially in value during the past 30 days, despite the fact that all mills were running on short time. The usual spring demand for middlings for pig feeding failed to put in its appearance and green pasturage cut deeply into the consumption of bran. Trading in future feeds was confined to resellers, with very few of these trades absorbed by mills.

A steady good demand for mixed Timothy and Clover hay and receipts were all readily absorbed. Lower grades were received in liberal quantities but were not sought after and proved slow riddance although the shipments were cleaned up, if not locally, then on country orders. Prices remained steady throughout the full period.

Louis Fusz, president of the Regina Flour Mill Company of St. Louis, and identified with many other commercial institutions of the city, died suddenly Monday June 2, at his home at the age of 85. Death, due to the infirmities of old age, was believed to have been hastened by the shock caused by the recent death of his daughter.

Mr. Fusz was born in Hericourt, France, and was educated in the public schools of that country and in Germany. He came to this country with his father and mother in 1853 as an immigrant and settled in St. Louis, where he entered the firm of Chouteau, Harrison & Valle, owners of the Laclede Roller Mills, and remained in their employ for 12 years.

After leaving their employ, he embarked in business for himself in the firm of Imbs, Meyer & Fusz, and in 1873 formed the firm of Fusz & Backer, which firm bought the Atlantic Mills in 1885 and formed the Regina Flour Mills Company, of which Fusz was president until the day of his death. Besides the presidency of the flour mill company, Fusz was president of the Desloge Consolidated Lead Company,

vice-president of the Liberty Central Trust Company, and a director of the Continental Portland Cement Company. He was a member of the Merchants' Exchange.

Mr. Fusz is survived by three sons, Rev. Louis J. Fusz, S. J., Firmin D. Fusz, and Eugene A. Fusz, and two daughters, Mrs. Lucille O'Malley and Mrs. Genevieve Moors. The funeral was held Thursday morning, June 5, from the residence.

H. C. Tilford, manager of the Dixie Grain Company, Shelbyville, Tenn., was a visitor on the Exchange recently.

A new company has been organized in this city to be known as the Veninga-Newell Grain Company, with a capital of \$100,000. The company will operate the Belt Elevator and will have its offices in the Merchants Exchange. Joseph Newell, who has been operating independently as a flour and grain merchant, will be president, and G. A. Veninga of the G. A. Veninga Grain Company will be vice-president of the new company which will start operations about July 1. The new company will also take over the business now being operated by both the above named parties.

The St. Louis Grain Club gave a dinner and golf tournament at Normandie Golf Club on Tuesday June 3. Chas. Deibel of Dixie Mills Company, won low medal score; Mr. Herman, Von Rump Grain Company and Paul Pritchard of Overland Grain Company tied for blind bogey.

L. C. Davidson of Davidson Grain Company, Hutchinson, Kan., was a visitor of the Exchange recently.

Rudolph Altenbernd of Midwest Flour & Feed Company of this city, attended the Turnfest held in Mo-line, Ill., last month.

A. F. Johns, grain dealer of Hutchinson, Kan., was a visitor on the Exchange recently.

J. Leipman of Dreyer Commission Company, R. F. Deibel of Dixie Mills Company, A. F. Seay of Ralston Purina Company, E. C. Andres and Fred Deibel of Black & White Milling Company, Joseph Flynn of Flynn Brothers Grain & Feed Company, W. Green and Elzar Heater of Cereal By Products Company all attended the American Feed Manufacturers Association Convention in Chicago, June 4, 5 and 6.

The Missouri State Public Service Commission has issued an order prohibiting railroads operating in Missouri, north of the Missouri River from putting into effect increased second, third and fourth class freight rates.

A very important decision was handed down by Circuit Judge A. B. Frey on June 5, 1924, by which he decided that a railroad could not claim exemption from liability under a strike clause when such strike had occasioned damage to shipments. A shipper in Kansas had shipped five carloads of cattle to East St. Louis, Ill., and the shipment was delayed because of a strike of the Missouri Pacific trainmen at Jefferson City, Mo. Damage to the shipment resulted and claim was filed with the carriers, who rejected the claim on the strength of the provision in the bill of lading known as the strike clause. Suit was subsequently filed and counsel for shipper contended that such exemption was contrary to common law and Cummins Amendment to the Interstate Commerce Act. In the suit there was an agreement of facts between the parties to the suit and the Court was asked to decide the question of the word "strike" in the bill of lading. The case will probably be submitted for review by the Supreme Court.

The Exchange Elevator of St. Louis, which is under the management of Jos. F. Albrecht, has been withdrawn as regular under the rules of the Merchants Exchange of St. Louis and regulations governing elevators and warehouses, and has been declared irregular for further deliveries from and after June 2, provided that all receipts issued by said Joseph Albrecht, operator of the Exchange Elevator prior to said date shall remain regular for six months from June 2, 1924.

In a hotly contested game of baseball, the Hay Men of the Merchants Exchange defeated the Grain Men by a score of 17-12 on May 14. A return match has been scheduled.

Chas. Simon, flour and grain broker of this city, underwent an operation at the St. Anthony's Hospital about a month ago and is still confined to his bed.

John Dugay, a character nationally known in the grain trade, died at his home in this city at the age of 103 years, 10 months, and 19 days. He was born in Athlone, Ireland, on June 24, 1820, came to the United States in 1842 as an immigrant and went to New Orleans. He fought in the Mexican War serving with Jefferson Davis and then came to St. Louis where for years he was in the grain and commission business and was a member of the first

Merchants Exchange ever formed here. He was unusually active until the last few years of his life when infirmities of age and his fear of automobiles compelled him to give up his daily walks.

J. H. Lynch, grain merchant of Indianapolis, Ind., was a visitor on the Exchange recently.

Roger Annan of the Annan-Burg Grain & Milling Company returned June 7 after an extended stay in Washington, D. C., where he has been fighting the enactment of the McNary-Haugen bill in the interest of the Merchants Exchange.

W. A. Wheeler of the Department of Agriculture, Washington, D. C., visited the Exchange recently.

Joe Geisel, of Jos. B. Geisel Grain Company, Kansas City, Mo., was a visitor on the Exchange last month.

C. Rathansky, of Paris, France, was a visitor on the Exchange during the month.

Frank E. Watkins of Cleveland Grain & Milling Company, Cleveland, Ohio, and president of the Grain Dealers National Association, was in St. Louis on business recently.

O. E. M. Keller, president of the Arcady Farms Milling Company, Chicago, Ill., called on the company's branch plant in E. St. Louis recently.

Russell Mallohan of the Terminal Elevator Corporation, Sioux City, Iowa, was a visitor on the Exchange last month.

J. H. Setter of Avondale Alfalfa Milling Company, Avondale, Colo., was in St. Louis on business last month.

John M. Tyner of Nashville, Tenn., was a visitor on the Exchange last month.

T. M. Scott of Picker & Beardsley Commission Company and George C. Martin of Martin & Knowlton Grain Company, attended the Panhandle Grain Dealers convention at Amarillo, Texas, last month.

J. A. Daugherty, flour and grain broker of Nashville, Tenn., was in St. Louis on business last month.

Murray Tanner of the Scott County Milling Company, Sikeston, Mo., is an applicant for Merchants Exchange membership upon transfer of certificate of Lyman R. Bowman, also of that mill.

## KANSAS CITY

B. S. BROWN - CORRESPONDENT

KANSAS CITY grain men have a prospect of a much better business in the coming crop year than they have had in the season now nearing an end. The four important states tributary to this market have a present prospect of 89,000,000 bushels more wheat than the 1923 crops. The increases are: Kansas, 50,000,000 bushels; Nebraska, 18,000,000 bushels; Colorado, 13,000,000; Oklahoma, 8,000,000. These four states will have 45 per cent of the country's entire Winter wheat crop compared with about 28 per cent in 1923. Kansas City's territory has produced larger crops than this year, but never a larger proportion of the total than this season. In other respects the situation is viewed more favorably. Prices at the Gulf have been getting nearer a workable basis for some time and around the first of the month were just about on the same level as Canadian offerings, though no business of importance was reported, partly due to the pressure of cheap Argentine wheat. Exporters for the most part are of the opinion that a fair amount of business is to be expected this season.

C. A. Black, president of the Southard Feed & Milling Company, has been elected a member of the Kansas City Board of Trade on transfer from Joseph W. Smith. The consideration was \$5,500, including the transfer fee of \$500. Mr. Smith has been in charge of the local office of Logan & Bryan for several years until it was closed on account of dull business.

The Kansas City Board of Trade adjourned Tuesday, June 3, the opening day of the Shriners' convention. Local receipts were not compiled and while private wire houses kept open and posted outside quotations, there was no activity.

Total deliveries on May contracts at Kansas City were 2,153,000 bushels of wheat, 243,000 bushels of corn; and 32,000 bushels of oats.

Work on the new Board of Trade Building is progressing satisfactorily, though there has been a little delay as result of one or two brief strikes. The steel is in place and several floors of concrete have been

poured. Progress in leasing space in the building is also up to expectations. The new home will be ready some time in December.

Receipts of wheat at Kansas City in May were 1,953 cars, nearly twice as much as in April and 14 per cent less than in May of last year. Compared with the 10-year May average, there was a decrease of 21 per cent. Corn receipts, 1,196 cars, were moderately larger than a year ago and a few cars larger than the 10-year average.

Cancellation of one-third of the harvest twine sold by the Farmers' Union Jobbing Association to its members is reported, due to the less favorable prospects for the Kansas wheat crop.

For the second consecutive year the Leans of the Board of Trade were victorious over the Fats in the annual ball game. The score was 12 to 6, with Cort Addison credited with a victory over Earl Wallingford. Wallace Bagley of the Southwestern Milling Company broke a bone in his ankle sliding for second base in the ninth inning. Steve Miller was hit in the mouth by a grounder in practice before the game and sustained a cut lip.

Kansas City receipts of wheat since July 1 have been about 56 million bushels, compared with 73 million in the same time last year. The official Kansas crop estimate for 1923 was 84,000,000 bushels, compared with 123,000,000 in 1922. The decrease of only 17,000,000 bushels in receipts here, compared with a decrease of 39,000,000 bushels in the Kansas crop is accounted for in part by the smaller movement direct from the country to Gulf ports this year. Galveston and New Orleans have exported about 20,000,000 less this year than in the corresponding time last season.

TOLEDO  
S. M. BENDER CORRESPONDENT

THE DIAMOND Anniversary of the Toledo Produce Exchange was appropriately celebrated on June 6. K. D. Keilholtz of Southworth & Co., and a vice-president of the exchange was chairman of the anniversary committee. Near the close of the market he called on Fred Ormand Paddock, president of the Paddock-Hodge Company, and the oldest active member of the exchange, who gave a brief summary of exchange activities from early days up to the present. Mr. Paddock spoke of the growth of the organization in the past few years due to favorable grain rates in effect and the hopes for the coming years. Among other things he declared that while now a young man of 70 years, he could still drive a golf ball the farthest of any of the older members of the Inverness Golf Club. Needless to say his speech was enthusiastically received after which members joined in singing songs and marching around the floor to the tune of Ben Hoffner's banjo. The spirit of the occasion was clearly manifested by the way in which everyone, old and young, joined in the activities.

During the absence of president J. D. Hurlbut the directors of the Exchange held one of the shortest sessions ever known to members of the Board. John C. Husted, head of the C. A. King & Co. and a vice-president, presided and called the meeting to order at 2:30 P. M. The necessary business was transacted and the meeting adjourned at 3:05 P. M. Old-timers said this set a record for many forthcoming directors to shoot at. Mr. Husted wrote President Hurlbut after the session telling him of the accomplishment and had it signed by officers and directors. One director remarked that the record was made by the limiting of the presiding officer and others to one minute speeches.

Jim Anderson, well-known among the grain and seed trade, was calling on his Toledo friends during the month. He now represents the *Seed World*. While here he was given an opportunity to show his prowess as a golfer and those who were in the four-some say he didn't need an adding machine to count his strokes either.

After an absence of about five months, Raymond P. Lipe of the R. P. Lipe Company and his wife, returned this month from a trip through Africa, Asia, Europe and North America. Most of their land travel was done in Africa, south of the equator. Mr. Lipe is in excellent health and said they didn't have a sick day while away. Many of their fellow tourists, however, had malaria and yellow fever which made them dangerously ill for days. They were in the country visited by Theodore Roosevelt and had many points called to their attention where he had been. Lions are cowards unless wounded or starved and will not attack parties, said Mr. Lipe. Among the many delightful experiences they had three things stand out above all others. They were: the meeting of Toledo

friends at Port Said, what they call, "the call of the blue" or the lure of the African wilderness, and the very apparent distress of all classes of people in Vienna, Austria. On the return trip Mr. and Mrs. Lipe crossed the English Channel by airship from Paris to London. They were taxied from their hotel in Paris to the landing field and in three hours and twenty minutes from starting time they were in London. The usual crossing by boat takes about nine hours. Due to strong head winds they were delayed an hour and ten minutes. No one was airsick but glad to feel solid ground under foot when they landed. Exchange members have kept Mr. Lipe busy since his return telling of the things he saw and much credit is due him for the excellent way in which he recounts his journeyings.

The county agents and farmers of northern Ohio are on the warpath. Not against each other, but to fight that great European destroyer, the Corn Borer. Burning of old corn in the fields has reduced the borers by about 50 per cent according to a report of T. H. Parks, extension entomologist of Ohio State University. If this is true, the spread of the pest into the Western States will be delayed about five or 10 years. However some spread of this corn enemy westward and southward may be expected as it will take a good many years to eradicate it entirely.

The tonnage of hay still on Ohio farms is small this year and is about 10 per cent of last year's crop, as compared with a carryover last year of about 14 per cent. The condition of the crop is materially below that of last year and the 10-year average.

O. A. Talbot, grain and seedsman of Keokuk, Iowa, and T. Crabbs of Crabbs, Reynolds & Taylor, Crawfordsville, Ind., were visitors on the Exchange floor and at the offices of Toledo firm during the month.

Several Toledo grain and seedsmen left here Sunday, June 8, for a two weeks' fishing trip at Long Lake, near Alpena, Mich. They will stay at the cottage of Harry Devore of H. W. Devore & Co. Those composing the party were: Harry Devore and son Robert, Charles Keilholtz of Southworth & Co., Richard Sheldon of S. W. Flower & Co., J. D. Spangler, Defiance, Ohio and Delvan Holliker, Whitehouse, Ohio. They found water before leaving, for it was pouring rain when they made their start by automobile at four o'clock Sunday morning.

After an extensive trip through the south, D. M. Cash of the sales department of the Ohio Farm Bureau Federation, says mills down there will take more Ohio wheat this coming season than ever before. The Toledo firms have built up a very fine trade with southern mills and have found them to be strong for Ohio grown wheat.

A. Mennel, senior member of the Mennel Milling Company, has returned from a winter in Florida and a more recent stay with his daughter-in-law and grand-children in California. He is one of the oldest members of the Exchange and still in the best of health.

H. L. Goeman, retired grain man, formerly of Mansfield, Ohio, and Chicago, was in Toledo last week to visit his son-in-law, Clark Husted, who is recovering from double pneumonia in the hospital here. He also called on the floor to renew old acquaintance and to tell of some of his experiences with our national congressmen whom he now has to deal with as a member of the Legislative Committee of the Grain Dealers National Association.

Representatives of the Ohio Co-operative Managers Association met with members of the Ohio Farm Bureau Federation during the month to protest against the importation of impure seeds. These seeds have been brought in from states that are not as strict about noxious weeds as is Ohio. Buckhorn which is classed as a noxious weed seed in Ohio is not so classed in Michigan.

C. S. Coup of the Northwestern Elevator & Mill Company, was in Chicago during the month calling on his many friends in the grain and milling trade located there.

George Secrist, private wire representative of J. S. Bache & Co., on the Exchange floor, now has no time to follow the ponies or engage in other favorite indoor sports. He is the proud father of a sturdy baby boy and expects to learn a lot about the mechanism of baby carriages this summer.

Rains have delayed the corn planting in Ohio and delayed farm work in general. Some corn has rotted in the ground and will have to be replanted. Recent frosts have also done considerable damage to growing crops. Wheat is reported to be showing improvement over last month though the crop will be materially under that of last year. Oats are looking good over northern sections of Ohio but the late start may run them into dry weather before they get a good stand. The demand for both corn and oats here has been exceptionally good the past month. Corn is now running into the higher grades and buyers are anxious to get

the small receipts. Milling demand for Soft wheat continues active and Soft White wheat has gone to a 5 per cent premium over the two Red. Seed dealers had a good business during the early part of May and the carryover of Clover will be only moderate. It is almost entirely in strong hands and not expected to exert any pressure on the market. Reports of the new crop of Clover are far from being bright. Winter-killing has taken its toll and many fields have been turned under to make way for other legumes.

Joe Streicher of J. F. Zahm & Co., recently received a card from his friend Al Bather of the Northrup-King Seed Company, Minneapolis, who is traveling abroad. Al sent him a picture of the Temple Bar, London, and remarked it would be a fine place to start a seed company.

David Anderson, president of the National Milling Company, K. D. Keilholtz, Southworth & Co., and Jay Gifford of the Independent Grain Seed & Coal Company were the Exchange representatives on the annual cruise of the Chamber of Commerce which this year took in the new Welland Canal and the harbor of Toronto, Canada. They were very favorably impressed with the work being done by our northern neighbors to make ready for ocean trade as soon as the Great Lakes Waterway can be made a reality.

Many Ohio farmers are now receiving their market quotations daily via the radio. Ten per cent of the farmers in one county are getting them and the number is increasing each month. The value of this great invention to those who must live away from the source of daily news can readily be appreciated.

The Great Lakes Shippers Regional Advisory Board held their annual meeting in Toledo on June 9 and 10. This board is to promulgate a closer feeling between shippers and carriers and iron out differences that arise from time to time. Reports of cars that will be needed by large industries and in the shipment of grain and other basic commodities is just one of the problems that have been solved by the formation of this board. Nearly 500 shippers and carriers were here for the two-day meeting and were conducted around the Toledo terminals by special train. L. G. Macomber, one of the organizers of the Board and chairman for the past year, was re-elected chairman for another term. He is the traffic commissioner of the Toledo Chamber of Commerce and at the same time lends his service in an advisory capacity to the Exchange.

Among the visitors on the Exchange floor during the past month were: Pete Hipp, Napoleon, Ohio; Edgar Thierwechter, Oak Harbor, Ohio; Rush Croninger, Grand Rapids, Ohio; Bill Pickard, Bowling Green, Ohio; L. J. Ducat, Sugar Ridge, Ohio; Ed Odeweller, Ottoville, Ohio; George C. Thieman, Minster, Ohio; Sam Rice, Metamora, Ohio; J. J. O'Neil, Detroit, Mich.; J. Elliott, Stony Ridge, Ohio; and Del Lloyd of Waterville, Ohio.

Bill Cummings of J. F. Zahm & Co., was the only Toledo dealer who was lucky enough to be present at the monthly co-operative meeting held the first Monday night in June at McComb, Ohio. The reason for the lucky part was the fact that chicken and ice cream were the piece de resistance after the meeting and Bill also had no competition in the collaring of managers to shake down some business. Charles Adkins, well-known co-operative leader and orator, gave a fine address and as usual spoke highly of the terminal markets and their functions. Noble Bennett, manager of the elevator at McComb, was the host and certainly filled the bill to the entire satisfaction of all present.

Jesse D. Hurlbut, president of the Exchange, attended the Shriners Convention in Kansas City this month and upon his return to the floor received a long ovation from members.

Lester Howard besides being the cash grain man for the well-known firm of C. A. King & Co., will represent the Toledo Public Links Golfers at the annual tournament in Dayton the latter part of this month. He is also credited with getting a Chicago firm to furnish quotations from the Winnipeg market for the local board. If that is not enough glory for one man then we will further say that he is well in the thirties and is still a free agent as far as matrimonial affairs are concerned. That ought to get this correspondent something well worth while or I miss my guess.

John Luscombe of Southworth & Co., Fred Jaeger of J. F. Zahm & Co., Rad Burge of Toledo Field Seed Company and John Husted of C. A. King & Co., will attend the Seedsmen's convention in Chicago, June 16 and 17.

The forty-fifth annual meeting of the Ohio Grain Dealers Association will be held in the Elks Club, at Lima, Ohio on June 18 and 19. Secretary J. W. McCord cordially invites all grain dealers, non-members, co-operatives, wives, children and sweethearts to attend the two-day meeting. A dinner will be served on the evening of the first day and a full program

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Forty-Second Year

has been arranged for the pleasure of all dealers. Many Toledo dealers are planning to motor down for the affair and have arranged to make their presence known to others who are there.

## GRAIN NEWS FROM BOSTON

BY H. C. BREED

Frank Wise, well known in the flour trade, recently returned from a vacation trip to Nova Scotia. While away, he busied himself in fishing, and brought some fine trout home. He presented Louis De Pass with one of the largest specimen that he caught.

A late innovation in the reading room, was that of playing checkers as a diversion in the noon hour. Temporarily, however, mumps put a stop to checker games by the grain men. Three members were attacked with mumps, with the result that checker boards and checkers were ordered sprayed with disinfectant. For a time the new table that had been provided for the games, presented a desolate and disused appearance. Within a few days, however, the scare had subsided and the games have been renewed.

The floor of the Exchange necessarily develops acquaintance and comradeship, which sometimes is utilized to promote some worthy object. Recently James J. Storrow asked the members to co-operate in raising funds for the Boy Scouts and intimated that \$400 was the amount that was looked for. Through a committee composed of Wm. L. Woodbury, Arthur F. Hopkins and Paul T. Rothwell, this sum was quickly raised.

Some time ago, certain members, headed by Albert K. Tapper, took legal steps to settle a long continued dispute between these members and the directors of the Chamber. Recently the Supreme Court of Massachusetts rendered a decision which upholds the action of the directors. As a result, the present Chamber of Commerce has a clear title to the control of the old building and is authorized to make a charge, in addition to the payment of dues, for the trading facilities furnished to the members engaged in trading on the floor. It was ascertained that the annual cost to the corporation for the past four years has averaged over \$17,000; and that the average number of members using these facilities averaged 350 each year. The new building is nearing completion, and yet up to the present time, no one seems to know what action will ultimately be taken regarding the use of the old building, which, as stated above, is in control of the consolidated membership of the Chamber. The total membership is now about 7,500, and represents all lines of business.

The Boston seed trade report that a good business is being done despite the prevalence of so much cold and rainy weather during the spring. A feature is the increase in demand for grass seed.

Corn is ruling firm and oats steady. Feeds are dull, but nominally about steady. Cornmeal and oatmeal are in demand and prices unchanged. In the hay market, prices show but little change from last week. The inquiry is principally for top grades of which supplies are small. There is considerable accumulation of medium and lower grades, and in consequence prices are in favor of buyers. Receipts of hay for the month of May, 391 cars; straw 11 cars.

Among the visitors to the Chamber during the month of May, outside of New England, were the following: W. J. Brewer, Lockport, N. Y.; F. W. Payne, New York City; Rev. Ralph H. Baldwin, San Males, Calif.; E. B. Sewell, Topeka, Kan.; J. A. McLean, Chicago, Ill.

Receipts of grain at Boston for the month of May were as follows: Wheat, 884,475 bushels; corn, 2,600 bushels; oats, 398,045 bushels; malt, 625 bushels; mill feed, 20 tons; oatmeal, 1,280 cases, 605 sacks.

## NEWS FOR NORTHERN OHIO

BY T. J. CUNNINGHAM

Receiver L. B. May has asked permission of common pleas court to sell the Mt. Cory Farmers' Elevator and Exchange Company's property to pay debts.

Grant Karr, 60, of Carey, state inspector of seeds and fertilizer, was instantly killed when his automobile was demolished by a New York Central train two miles east of Bellevue, June 5.

The growing wheat here is having a hard time of it right at the moment. There were 21 rainy days in May and it has rained nearly every day in June, so far. Since June 7 there has been one cloudburst after another, and whole fields are under water in many localities. It is generally conceded that the wheat has not been seriously injured, so far, but it is very yellow-looking and will hardly stand much more of this sort of weather. It is beginning to head in some fields, and for this reason doesn't present a very good appearance at the moment. It is reasonable to assume that after such a long period of wet

weather, we should soon be favored with a considerable spell of weather of an opposite character, and the writer therefore still thinks this territory, at least, will have a very good wheat crop.

If a corn crop is raised here this year it will be nothing short of a miracle. Much of it is still to be planted at this writing, June 10, and even though the rain should stop, it will be several days before the farmers can get on the ground. In many cases, farmers who have planted their corn are even worse off, as the cold, damp weather has kept it at a standstill, while much of it has been eaten off below ground by worms. One prominent farmer in Seneca County is only waiting for the ground to dry so that he can tear up and replant 50 acres.

Oats, like wheat, have suffered from too much rain and lack of warm weather. In Hardin County, many fields are covered with veritable lakes of water, and what the oats will look like when it goes away is something of a problem.

Grass crops, of all kinds, are doing remarkably well, although inclined to be weedy. Prospects are excellent for hay, provided weather moderates to permit the making of it.

About 50 per cent of the corn is yet to be planted in the vicinity of Luckey. That planted early is rotting because of continued cold, wet weather.

Farmers in the vicinity of North Baltimore will have to replant all the corn planted early. Examination shows that it had sprouted and then rotted before coming up, due to excessive rain.

H. P. Ford, Plymouth, has been engaged to manage the Central Erie Elevator & Supply Company at Prout's Station.

F. H. Spillette, formerly of the elevator firm of Gottfried & Spillette, New Washington, has purchased the S. C. May grocery store in Tiro and will move to that village.

Only 25 per cent of the corn acreage is planted in the district adjacent to St. Marys, it is estimated. Most of the corn area was plowed and the soil ready for the corn when rains soaked the ground.

C. R. Einstel, who operated the Briedenbach Elevator at Kenton, during the past year, has moved to Mt. Victory, where he has purchased a coal business. William Bredenbach will manage the elevator under the direction of the Sneath-Cunningham Company, Tiffin.

A large section of the roof of the Sneath-Cunningham Company elevator at Watson was torn off during the severe storm which swept this section on the morning of Sunday, June 8.

The elevator at New Winchester, Ohio, will be operated by the Sneath-Cunningham Company.

## HANDLING POOLED WHEAT

Considerable comment has appeared in the papers lately regarding wheat pools, and according to a recent report by C. B. Riley, secretary of the Indiana Grain Dealers Association, the wheat pool association down that way claim they have under contract the required wheat acreage, namely 40 per cent, and are ready to begin developing their organization to handle this year's crop.

"Of course," says Mr. Riley, "no one knows anything about the correctness of this statement." He went on to say, in part:

Some grain dealers and millers have told their people they would handle the pooled wheat only in car lots, that is, not try to accumulate it in the elevators but pass it on to cars and for that they would charge the same per bushel that the threshermen charge.

There has been some talk about grain dealers and millers being required to give a bond to protect the contract. So far as we know not a single grain dealer or miller in the state will do this, while some think the poolers should give a bond to protect the grain dealers, and will. But whatever is done on the bond question, grain dealers and millers will generally enter into any kind of contracts reluctantly. They should provide for the collection of their commission or compensation for handling, so as to get their pay before parting with the possession of the grain they handle.

Usually many farmers draw money or supplies from grain dealers and millers, on the prospect of their wheat crop, payment to be made out of the sales. Under the pooling system, where the farmer has signed the pooling contract, he does not control his wheat crop any longer and he must deliver it to the pool, and wait for all but about 60 per cent of the proceeds, until the end of the year. Grain dealers and millers will have to take that into account and extend credit accordingly. No grain dealer or miller will be safe in buying any wheat covered by the pool contract and will not be safe in advancing any money

on it. Of course, if the farmer is financially responsible and dealers wish to extend credit to him on the basis of his personal responsibility, without reference to his wheat crop, that is another question.

No grain dealer or miller will be safe in mixing the pooled wheat with his own purchases, for that will bring into question his every act, and when the wheat goes off grade, as it does sometimes before it is finally disposed of, the elevator man will be criticised even if he seeks to protect himself in his contract. The farmers have been made believe that there is a wide margin of profit in handling grain and when they have the actual experience through pooling, they stand to be greatly disappointed. Hence will rail at you if you get into the deal far enough that they even think you have manipulated the transaction. While it is important, and we hope our regular grain dealers and millers do take care of their farmer customers, yet it is highly important that there be no mixing of their grain, or business with this pooled grain.

If the pooling is a good method of marketing which they wish to try out, it should be tried out on its own merits and not enhanced or disadvantaged by the acts of the elevator or miller men; for anything but an actual test of the matter on its own merits will be deceptive and not a true test of the method.

The history of wheat pooling in the Western States is it has cost the farmer very much more than to handle the regular way, but that is his business if he wants to try it. He is loath to believe statements that show clearly the pooling costs three to ten times as much as the regular method.

If there was even a ray of hope for this method of marketing becoming a success, dealers might feel differently about it, but the history, covering five or six years, in grain co-operative marketing, is against the proposition and certainly the Indiana situation will not be the exception.

## NATIONAL FOREIGN TRADE POLICY

The foreign trade of the United States, in 1923, reached the very considerable aggregate of \$26,500,000 for every working day of the year, according to an address made early this month at the eleventh National Foreign Trade Convention, in Boston, Mass. The same authority states that 290,000 industrial establishments make constant use of raw materials necessarily obtained from foreign sources and are obliged steadily to sell part, at least, of their products in foreign markets.

Among the conclusions arrived at in this report by the special committee which covered the American foreign trade policy, they say, "We need and should have a thorough-going reorganization of the foreign service of the Government. It should be established on the basis of a permanent career, so that it would attract competent young men from all parts of the nation. It should be adequately compensated, so that it would cease, especially on the subordinate diplomatic side, to be chiefly a haven for rich young men ambitious for social distinction."

The report also states that our foreign trade should have several additional facilities which are not furnished to it simply because Congress is willfully or stupidly blind to some of the facts of modern development. We have the greatest market in the world to which we freely admit all comers on terms of absolute equality. They, in turn, discriminate against and hamper our trade in numerous and devious ways.

The system of taxation now in effect might have been designed to defeat, rather than encourage, our foreign trade. This market, which ought to be one of the most favored by foreign enterprise seeking financing arrangement, is seriously crippled by the system of high income surtaxes and compel the demanding of terms by our investment bankers often materially higher than those offered by foreign countries. These high surtaxes not only thus restrict the flotation here of foreign loans that might be helpful to our foreign trade, they cut down to a minimum the free capital which otherwise would seek industrial investment and force it into securities that are exempt from income tax. In another part, the report says:

"Foreign trade is an absolute economic necessity. Our participation in it is not now, and never has been, within the scope of our preference or our convenience. We have foreign trade because it is an essential part of human existence, an imperative factor in the national and individual inter-relationships of the twentieth century."



# Financial NEWS

**BUDGET BUREAU MAKES GOOD SHOWING**

The Government will close its books for this fiscal year on June 30 with a surplus of between \$350,000,000 and \$400,000,000, Director Lord, of the Budget Bureau informed President Coolidge.

**LOWER FEDERAL RESERVE RATES**

New York Federal Reserve Bank has reduced the rediscount rate to 3½ per cent from 4 per cent, the lowest figure for 90-day commercial paper since the establishment of the Federal Reserve system. The previous change was on May 1, when the rate was cut to 4 per cent from 4½ per cent. Boston Federal Reserve Bank marked the rate down a full 1 per cent to 3½ per cent and 4½ per cent.

Both Cleveland and San Francisco a short while ago reduced the rate to 4 per cent. It is quite likely that some of the other stronger centers will lower the rate soon.

The New York bank rate is now one-half per cent below London, which has a 4 per cent figure. However, belief in banking circles is that London will follow the New York action before long.

**NEW CERTIFICATES OFFERED**

Offering by the Secretary of Treasury of \$150,000,000 of 2¾ per cent certificates of indebtedness is noteworthy, both in respect to the amount and the rate of interest. The latter is not surprising in view of the rapidly easing money market. Indications are that the Secretary will again show that he has "met the money market" accurately and that the issue will be oversubscribed.

It is significant that just about a year ago the Treasury had borrowed money at 4¾ per cent, that being the rate of 3-year notes put out May 15, 1923. On June 15, 1923, it sold 6-months' certificates of indebtedness bearing 4 per cent interest.

There has been only one previous occasion this year when the Treasury came into the money market, on March 15 when it offered a total of \$400,000,000 one-year certificates at 4 per cent. On that occasion Secretary Mellon said: "The present offering of certificates is intended, with the tax payment to be received March 15 and with the balance already on hand, to provide for all requirements until the June 15, 1924, tax payment date when additional financing will be necessary."

It was therefore expected that amount of June 15 borrowing would be rather large; consequently the modest amount of \$150,000,000 "or thereabouts," now asked for by the Secretary was rather surprising.

**CREDIT FOR GERMANY**

"Negotiations have just been completed with Dr. Schacht under which the American banking syndicate, headed by the International Acceptance Bank, Inc., has increased from \$5,000,000 to \$25,000,000 the rediscount credit granted to the German gold discount bank some six weeks ago. All the banks constituting the first syndicate are interested in the new credit, but the group has been widened to include a larger number of banks outside of New York. The syndicate consists now of 34 banks, covering the main centers of the United States from the Atlantic to the Pacific.

"As under the earlier credit, the syndicate agrees to rediscount for the German gold discount bank German dollar trade bills running no longer than 90 days and payable in dollars in New York. These bills, in addition to two commercial names, must bear the endorsement of a German bank and that of the German gold discount bank."

The fact that since the establishment of initial

credit the bills formally have been declared eligible for rediscount by the Federal Reserve banks is believed to have facilitated the broadening of the banking group and the increase in the amount of the credit extended.

The understanding is, however, that the bankers do not plan at this time to shift to the portfolios of the reserve banks any of the bills which may be presented to them. The rate at which the bills are rediscounted by the American banks is 4½ per cent.

To date, the Germans have utilized only about \$1,000,000 of the first credit, but it is expected that bills now will be drawn regularly and in increasing amounts. No significance is attached to the fact that no more of the credit has been used since the gold discount bank has credits at its command in both London and Amsterdam as well as in the United States and no great amount of bills suitable for this market may have been created.

**WESTINGHOUSE STOCK INCREASE**

Westinghouse Electric stockholders at a special meeting on June 10 approved an increase in stock from \$125,000,000 to \$200,000,000, the additional shares consisting entirely of common. None of the new stock will be issued in the immediate future, according to E. M. Herr, president, the increase being for the purpose of preparing the company to take advantage of any rapid increase in business. Mr. Herr spoke optimistically of the future.

**NEW YORK RATES LOWER THAN LONDON**

For the first time in the history of the two markets, New York discount rates for bankers' acceptances are lower than London rates. Acceptances up to three months are being discounted here at 2½ per cent, while in London the rate is from 2¾ per cent to 3 per cent. Since inception of the Federal Reserve system in 1914, which established the New York discount market, London rates have continually ruled below ours. Bankers agree, however, that there is no question of London losing its supremacy in international finance. At present New York has an overwhelming abundance of money, but British bankers have generations of experience and world-wide trade relations. Further, the United States is still comparatively undeveloped, and foreign trade cannot easily attain the dominant position it holds in England.

**RESULT OF TINKERING**

Discussing general railroad problems, Julius Kruttschnitt, an executive of recognized ability, writes that the most difficult problem in the uncertainty of the future of the transportation industry.

"Continual tinkering with legislation on this all important subject breeds such uncertainty that it is impossible for railway management to plan for the future on anything like a comprehensive scale, as under existing circumstances no one can foretell what conditions they may have to operate," Mr. Kruttschnitt remarks. "Opinions may differ as to the wisdom and effectiveness of the present Transportation Act, but the railways, in a measure, have adjusted themselves to its provisions, and a fair trial should be given to it before any radical changes are proposed or made. Too much emphasis cannot be laid on the provisions of that act providing for a reasonable return upon the railway investment."

"The investing public cannot be expected to provide for the ever growing needs of the transporta-

tion industry unless it is reasonably secure against confiscatory legislation and is assured that the railway property in which it invests will be permitted, under efficient management, to earn a reasonable return. It is most desirable in the interest of both the railways of the country and the public which they serve that a larger portion of the capital they require be provided by issuance of stock rather than of bonds, but it is hopeless to expect the public to invest in the stock of railway companies if all hope of reasonable returns is withheld from them."

**CORPORATION EARNINGS****American Milling**

The American Milling Company declared a dividend of 5 per cent on the common, payable July 1 to stock of record June 20. The dividend is the first since the stock was increased by a stock dividend of 50 per cent last December. A cash dividend of 10 per cent was paid on the old stock in January.

**Canada Bread**

The Canada Bread Company declared a quarterly dividend of 1 per cent on the common, payable July 2 to stock of record June 16. In the last quarter an initial dividend of 4 per cent was paid on the common on account of previous profits and the present dividend places the stock on a 4 per cent annual basis.

**John R. Thompson**

The John R. Thompson Company declared three regular monthly dividends of 25 cents each on the common, payable July 1, August 1 and September 1 to stock of record June 23, July 23 and August 25, and the regular quarterly dividend of \$1.75 on the preferred, payable July 1 to stock of record June 23.

**National Biscuit**

The National Biscuit Company declared the regular quarterly dividends of 75 cents on the common and \$1.75 on the preferred. The common dividend is payable October 15 to stock of record September 30 and the preferred August 31 to stock of record August 16. Howard F. Whitney was elected a director in place of S. S. Marvin, deceased.

**United Shoe Machinery**

The United Shoe Machinery Company declared a quarterly dividend of 62½ cents on the common, payable July 1 to stock of record June 18. Heretofore dividends had been declared at the rate of 50 cents quarterly.

**Devoe & Raynolds**

The Devoe & Raynolds Company declared an extra dividend of 25 cents and the regular quarterly dividend of \$1.25 on the common; also the regular quarterly dividend of 1¾ per cent on the first preferred and 1¾ per cent on the second preferred stocks. All dividends are payable July 1 to stock of record June 20.

**Rail Dividends**

Cincinnati, New Orleans & Texas Pacific directors declared an extra dividend of 2½ per cent in addition to the regular semi-annual dividend of 3 per cent on the common stock, both payable June 26 to stockholders of record June 17.

**INDUSTRIAL NOTES**

Baldwin Locomotive is operating in excess of 40 per cent capacity while by the end of this month the management hopes to be working 50 per cent. The volume of unfilled business continues to hold around \$10,500,000 despite the steadily expanding operations.

International Petroleum is producing at the rate of 23,000 barrels of oil a day, as compared with 18,000 barrels a day several months ago. The lubricant qualities of the Colombian oils have proved to be the equal to any crude produced on the continent, it is declared.

American Locomotive is maintaining operations at 45 per cent, with current business of sufficient volume to assure the continuance of this rate for two or three months, according to official sources. Earnings for the first half are expected to be substantially in excess of dividend requirements.

# THE AMERICAN ELEVATOR AND GRAIN TRADE

Forty-Second Year

## ASSOCIATIONS

### FEED MANUFACTURERS HOLD ANNUAL MEETING

A large attendance and a decidedly optimistic viewpoint marked the convening of the sixteenth annual meeting of the American Feed Manufacturers Association, at the Congress Hotel, Chicago, Ill., on June 5. Considerable interest and enthusiasm were in evidence about the halls and in the Florentine Room prior to the opening of the meeting, and appearances indicated that the outlook showed some improvement. The meeting was called to order by O. E. M. Keller, president, who gave his annual address, saying:

It is a pleasure to welcome so many members and friends here today—a pleasure that will, I am sure, be shared by all who are here, if they will but endeavor to contribute some thought, idea or effort, as well as to receive it. The feed manufacturing business is more and more becoming so diversified and complicated that group and association meetings are things of profit and education and should be held more often than they are. We will hear various and interesting reports a little later, among which will be that relative to the group or divisional formation brought up here a year ago. The efforts of the

that a little study of the tonnage in each of these cases will show a very fair increase over a year ago—and will show that the business was rotten, because on account of large early sales, the manufacturer expected to do so much more than he actually did, that he over-anticipated, and in many cases that he sold on too low a basis to start with. So I think many who say business was rotten have only themselves to blame, because I really believe the actual consumption of manufactured feeds was very satisfactory over the year's period.

One thing in this connection I wish to emphasize as I pass—it is a serious comment and charge against our industry that many of us allow those who buy from us to speculate with our money by over-buying and not taking delivery if markets or conditions are against them—contracts should be enforced, and if necessary, the long term contracts eliminated and short term contracts only offered. Thinking of the past year as I see it, it was one which was really very much better than the previous year in manufactured feed consumed, and I am looking forward to the year of 1924 as being as much better than 1923 as 1923 was ahead of 1922. A logical thought or two on the various situations must bring you to that conclusion also.

Last year was a turbulent one for the dairyman both East and West—the situation now is much more stabilized than for a long time. Peace is evidently at hand in New York among poolers, non-poolers, etc. The co-operative disturbance has reached its peak and is finding its level—feed dealers in the East are recovering from their depression and panic and are coming to life—in the South, dairying is steadily on the increase as it properly should be—in the Northwest, dairying is opening new fields daily—and as good as all these, the actual consumption of milk per capita is still increasing and all the while the natural increase in population is furnishing more and more people to use milk—so the dairy feed business looks healthy for the coming year.

When it comes to poultry—two things insure us of good business in that line—First—The ever increasing quantities of poultry being raised, second—The growing recognition of mash as a necessity for economical egg production. So the poultry feed business looks healthy for the coming year also.

The good old South has come back into its own with its real money crop, Cotton—the mules are sure going to have to work hard this year and the money is there with which to buy feed. Our good friends, the Horse Association of America, are still very active and tell us that the elimination of the horse has ceased and instead he is being reinstated—and the horse that works is surely the consumer of our feeds. So the horse and mule feed business looks healthy for the coming year also. Cattle have been making money for the feeders for some time now—we are just beginning to feel the effects of the enforced liquidation of cattle several years back and the feeding of cattle has become a normal business again. So the cattle feed business looks healthy for the coming year also. Sheep surely staged a wonderful comeback the past year—they are eating lots of feed and that business has a healthy aspect.

Despite a certain mental attitude of unemployment, slowing down, presidential year, etc., that prevails with some, actually unemployment is light—total savings accounts in banks are enormous—Congress will soon remove a lot of uncertainties by adjourning and sanity will be found to be pretty much the order of the day when the election is over. If we will but remember that the animals which we feed eat every day and that conditions are calling for more productive effort on the part of these animals than for several years, we will realize that a good normal business is to be done—and that it is within each individual to make his business poor in spite of good conditions if the fear of its escaping him makes him accept business on unbusinesslike terms or profits.

The coming year will be just what you help to make it—it has the possibilities of being the best normal year you ever had. But it is going to be mighty easy to have a rotten spot where you are, if you don't adhere to businesslike principles and if you do not consider the good of the industry as your good. And it is going to be a rotten business to be in unless all of us are willing to work with and for a group and with and for his Association to put the feed manufacturing business on a plane with other real industries and not have it without ethics, morals, understanding or businesslike principles.

With the present bright outlook for the coming 12 months, I would say that your keynote for the coming year should be "Sanity in Seeking Business."

W. E. Suits, chairman of the Executive Committee, then gave his report, and explained that further action on the matter of developing regional subdivisions of the Association, which he said seemed impractical as some localities already had local organizations which they did not care to abandon, and there seemed no urgent demand for regional bodies.

As to the subject of a possible code of ethics, he said that D. Badenoch had been designated chairman of a sub-committee which would report further.

#### REPORT OF SECRETARY L. F. BROWN

Secretary L. F. Brown's report was next recorded. In regard to legislation, he said that during the year 1924 only 11 states have or will hold regular legislative sessions. Thus far this year no inimical legislation having a direct bearing upon the feed manufacturing industry has been proposed; and the following summarizes legislation thus far presented affecting the feed manufacturers:

In Kentucky a bill was proposed forbidding the use of wire or other metal fasteners in attaching tags to bags, but failed of passage.

In Massachusetts a bill reducing the brand tax was proposed but failed of passage. However, it

is likely to receive favorable consideration at the next session in 1925.

In New York an amendment reducing the license fee from \$25 per brand to \$10 per brand for each brand of buckwheat by-products, rye by-products, and corn feed meal, was enacted into law effective January 1, 1925.

In South Carolina a minor amendment correcting an error occasioned by an amendment adopted by the 1922 legislature of that state.

Mr. Brown went on to say, in part:

As I reported last year, the Decimal Weights Bill (H. R. 7103) introduced in the House of Representatives by Chairman Vestal of the Committee on Coinage, Weights, and Measures, failed of enactment into law. A similar bill (H. R. 3241) was reintroduced in the House of Representatives December 13, 1923 by Mr. Vestal. This bill has been favorably reported from the Committee on Coinage, Weights, and Measures, and is now awaiting consideration by Congress.

Our Association has gone on record in support of this measure: I believe it to be a constructive piece of legislation, and our Association should, in my opinion, continue its efforts in an attempt to secure its enactment into law.

#### Chamber of Commerce of the United States

Our Association continues its membership in the Chamber of Commerce of the United States of America. R. P. Walden of the Corn Products Refining Company of New York is National Councilor, and F. J. Ludwig of the Chas. M. Cox Company of Boston is substitute National Councilor, and represent this Association at meetings of that organization.

Your Executive Committee, in accordance with the provisions of a resolution adopted by the Association at its annual meeting in Peoria in 1916, authorizing said committee to cast the vote of the Association on referendums submitted to it by the Chamber, have performed that duty with but one exception—that of Referendum No. 43, on Transportation. In view of the complicated questions involved in this referendum, the Committee felt it unwise to record the vote of the Association on same.

#### Brand Names

The card index list of brand names used for feeding



PRESIDENT-ELECT E. W. ELMORE

Photo by Moffett, Chicago

Executive Committee to study this possible development throughout the past year have again brought out on the part of members, the lack of personal interest to the extent of devoting some time and effort to develop or prove out new thoughts and ideas.

This Association can go only so far as its members provide money or individual effort and I am frank in saying that the extent of both of these apparently available at the present time limit and will limit our activities exactly to what is actually being done now: First—Legislative work, second—Traffic work, third—Occasional local group meetings. I believe the latter is the only possible development from the divisional idea suggested last year until more interest is displayed, and I hope a number of group meetings will be planned and held in the coming year.

We have talked the subject of uniform cost systems, etc., many times and it would seem to me that this might very logically and easily be our next step—there are very few industries as large as ours that have not made a study of this subject—and who have not made the results of their study a stabilizing influence in that industry as a whole. If it is necessary to bring in outside help, which I think it is, some such agent as the Harvard Bureau of Research can be used to make the study and carry it through—and the work for the manufacturer being done, it might readily lead to a series of studies of the feed merchant or retailer that surely are badly needed. Insofar as developing a mere classification of accounts for a manufacturer who only makes feed, this could almost surely be done within our ranks—and a little legal advise and investigation might enable us to make limited studies, which might give us a fairly reasonable survey—and may lead to a real survey.

I hope that one or two men can be found who will give time and thought to this subject during the coming year and who will start something.

The past year in general in the feed business has been one worthy of study—the early part of the season, both North and South, indicated great possibilities and a very busy year, but the middle and end of the season has indicated over optimism on the part of the buyers and a capacity on the part of feed manufacturers to which consumption has not yet caught up. In view of this, we have heard from many manufacturers that business was rotten. I'll venture to say



RETIRING PRESIDENT O. E. M. KELLER

stuffs now contains at least seven thousand names. We spend considerable time each year in revising, adding to, and endeavoring to keep this list as nearly up-to-date as possible. While this list is fairly freely consulted, I believe it could be much more profitably used by our members at such times as they may contemplate the selection of new brand or trade names, and by availing themselves of the information contained in the list reduce duplication of the use of the same brand names, and possibly the expenditure of appreciable amounts of funds in an endeavor to establish a brand name to which they cannot acquire exclusive use, and thereby avoiding unpleasantnesses likely to result from attempts to gain exclusive use of a word or words used by more than one manufacturer.

Our list of names registered in the United States Patent Office is, I believe accurate and reliable. And through the medium of the Official Gazette we are able to keep this list up-to-date.

We receive many requests for a printed copy of this list, but on account of the fact that additions are constantly being made, it is impractical to print this list, as it would very shortly be obsolete, or at least incomplete. We are glad, however, to furnish such information as the list may contain to our members in particular, and the feed industry in general, when request is made for such information.

#### Digest of Feed Laws

One copy of our "Digest of Feed Laws" which contains the principal requirements of the feed inspection laws of the several states, as well as the requirements of the Federal Food and Drugs Act as applied to interstate shipments of feeding stuffs, together with a sheet giving the name, title, and post office address of feed control officials, is loaned free of charge to each active member of the Association during their term of membership. The work is bound together in an attractive loose leaf ring holder.

The work is revised annually, or oftener if changes in laws necessitate, and new sheets prepared and forwarded to the holders of the work. Before being printed and distributed, each sheet is reviewed by the proper administrative officer, and, therefore, the information contained therein is believed to be reliable. From the fact that inquiries come to me almost daily from our membership, asking for information which very clearly appears in this work, I incline to the opinion that the work is not consulted as frequently as it might be by our members. While your secre-

tary is always glad to answer such inquiries as promptly as possible, and to the best of his ability, much time and consequent delay would be saved by such members if they would refer to this work, and then if still in doubt, consult your association office.

By resolution of the Executive Committee at its meeting held December 20, 1923, your secretary was authorized to loan a second copy of this work to each active member of the Association paying annual dues of \$300 or more requesting such loan. And that any active member may secure the use of other additional copies, not provided for as above, on a rental basis of \$5 per annum.

The Joint Uniform Label Committee, of which Dr. W. F. Hand of Mississippi is chairman, and consisting of six feed control officials, and three representatives of the trade, appointed at the 1921 annual meeting of the Association of Feed Control Officials of the United States, to endeavor to devise a uniform label for feeding stuffs which would be acceptable in as many states as possible, as well as a uniform application for registration blank to be used in applying for certificates of registration in the different states, made its report at the 1923 session of the Association of Feed Control Officials, held in Washington, last November.

This committee, of which your secretary is a member, made a unanimous report which was unanimously adopted by the Association of Feed Control Officials. The uniform label, as finally adopted, requires manufacturers to make their guarantee as follows:

Crude protein not less than.....X per cent  
Crude fat not less than.....X per cent  
Crude fiber not more than} Carbohydrates {X per cent  
Nitrogen-free ext. not less than} X per cent

By bracing the guarantees for nitrogen free extract and crude fiber together the carbohydrate guarantee is clearly indicated.

The report as adopted requires that the kind and



FIG. 2. MINNESOTA'S BUTTER PRODUCTION

amount of grit, shell, charcoal, or other mineral matter be declared on label of those feeds containing any of such materials as ingredients. The following states have either already adopted this form of labeling or signified their intention of doing so: Alabama, California, Delaware, Florida, Georgia, Illinois, Indiana, Iowa, Kansas, Louisiana, Maine, Maryland, Massachusetts, Michigan, Minnesota, Mississippi, Missouri, Nebraska, New Hampshire, New Jersey, New York, North Carolina, North Dakota, Ohio, Pennsylvania, Rhode Island, South Carolina, South Dakota, Tennessee, Vermont, Virginia, West Virginia, Wisconsin, Wyoming.

The application for registration blank is so arranged that by the use of a sheet of carbon paper an original and duplicate will be prepared by the applicant. Both will be forwarded to the feed control official, and if in proper form, will be dated, signed, and given a number by the feed control official, the original retained by the feed control official and the duplicate returned to the applicant as a certificate of registration. The following states have either already adopted this form of blank, or signified their intention of shortly doing so: Alabama, Delaware, Florida, Georgia, Illinois, Indiana, Iowa, Kansas, Maine, Maryland, Massachusetts, Michigan, Minnesota, Mississippi, Missouri, Nebraska, New Hampshire, New Jersey, New York, North Carolina, North Dakota, Ohio, Pennsylvania, South Dakota, Tennessee, Vermont, Virginia, Wisconsin, Wyoming. The committee, although making its final report, was continued, and will endeavor to prepare a digest or manual of rules and regulations effective in the different states, and to endeavor to secure greater uniformity in such rules and regulations.

The Interstate Cotton Seed Crushers Association felt that it was desirable for a joint committee of two members from that Association and two members from our Association to consider modifications of rules 206, 232 and 251, and report at the next annual meeting of the Crushers Association. Members of such a committee appointed to represent the Interstate Cotton Seed Crushers Association are A. G. Kahn, Manager Rose City Cotton Oil Mill, Little Rock, Arkansas,—a former president of the Crushers Association,—and Dr. Thomas C. Law, of Law & Company, Atlanta, Georgia. President Keller has appointed R. E. Cowan and your secretary to represent this Association on the joint committee. I believe the action of your Executive Committee in sending the committee to the Interstate Cotton Seed Crushers Association has paved the way for a better understanding and a greater degree of co-operative effort, which can but result to the mutual advantage of the individual members of both associations.

Last fall we issued a series of price fluctuation

charts, showing monthly price fluctuations on 36 per cent cottonseed meal in 100 pound sacks, Memphis basis; standard middlings in 100 pound sacks, Minneapolis basis; wheat bran in 100 pound sacks, Minneapolis basis; linseed meal in 100 pound sacks, New York basis; and bulk corn gluten feed, Chicago basis, for a period beginning January 1911, and concluding August 1, 1923.

Shortly after January 1, 1924, figures were submitted to our members to enable them to complete these charts to that date. It was felt by your Executive Committee that charts of this description would be valuable to our members, and if there was a sufficient demand other materials might be similarly charted. However, from best information available, it does not appear that there is a sufficient demand for these charts to warrant the necessary expense of preparation and publication of charts for additional materials.

#### Official Emblem

In accordance with the resolution adopted at our last annual meeting, your Executive Committee has adopted a new Association emblem, as follows:

Our entire membership was requested to submit designs for an emblem, and a prize of \$50 was offered by your Executive Committee for the design selected by the Committee as appropriate. In response to this invitation, 27 attractive designs were submitted. The design appearing above was submitted by Miss Cora S. Hamlin of Swift & Co., Chicago, and was awarded the prize.

This design is attractive, and suggestive of our industry. Electrotype will be furnished by your secretary to those desiring same. An appreciation of the work by your Executive Committee in this direction can best be indicated by its liberal use on stationery, advertising, and other printed matter, by every member of the Association.

The adoption of the new emblem obviously supersedes the use of the original cogwheel emblem, adopted a few years ago, and which, due to its unattractive appearance, never came into very general use.

I incline to the opinion that there is a growing sentiment against the use of metal fasteners in attaching tags to bags. The states of Connecticut, New Jersey, Pennsylvania, and Vermont now forbid their use entirely. New York state forbids the use of such fasteners with sharp points, and I expect to see legislation on this subject enacted into law in other states. So it would appear that in the not remote future some other method for attaching tags to bags must be employed.

At our last meeting I reported a net membership of 148. During the year, due to consolidation, non-payment of dues, resignations, and other reasons, 22 companies have been dropped from our membership roll. Sixteen new members were added. Membership at the close of the present fiscal year being 142,—a net decrease during the year of six.

R. M. Field, traffic manager of the Association, reported in detail, covering the activities of his department, and very carefully explained various rates and related subjects.

Charles F. Collison, agricultural editor of the *Minneapolis Tribune*, has been broadcasting both from the platform and by radio, the story of farming conditions in the Northwest. His address on "Golden Butter and Golden Dollars" made quite an impression and contained some very vital figures indicating the necessity for further development of dairying. He said, in part, speaking of Minnesota:

Our wheat crop, in 1922, was 27,500,000 bushels; and it brought about a dollar a bushel, or \$27,500,000. That's all we got for wheat.

Suppose the price had been fixed at \$2 a bushel. Then Minnesota's wheat would have been worth \$55,000,000. That seems like a lot of money until we compare it with some of the other things our Minnesota farmers produce.



CHARLES F. COLLISON

For example, that just about equals our poultry crop, \$50,000,000; and that's "some chicken!" Yet it is only one by-product of our dairy farms.

Then our butterfat crop, the same year, brought us 64,000,000 golden dollars, or \$9,000,000 more than two-dollar wheat would have brought. That's the total of all the cream checks issued to farmers by our creameries.

Out of this, we made nearly \$73,000,000 worth of fine, rich, golden creamy butter, for which Minnesota is justly famous. This is the largest butter production in all North America; more than any other state or the whole Dominion of Canada.

This \$73,000,000 we got in cash—golden dollars for golden butter—brand new money from the eastern

markets. Our creameries returned more than 87 per cent of it to our farmers, and the co-operative creameries returned more than 90 per cent of every dollar they took in.

That's the highest return made to producers for any farm product grown in America. They paid our farmers an average of nearly 41 cents a pound for butterfat.

If anyone asks you, "What is the matter with the Northwest?" You tell 'em "She's all right."

The fact is that our agriculture in the Northwest is not headed wrong. Rather, it is advancing in the right direction, much faster than many of us realize. We are on the right path and we have only to follow it more closely to win out.

That path I may briefly describe as the "cow path." Wherever we find a community where the cow-paths are numerous, there we find real prosperity, even today.

Here is a map of Minnesota. (See Fig. 1.) This shows the loans made to our banks, two or three years ago, by the War Finance Corporation; by rediscounting their agricultural paper, or farmers' notes. This gives us a good, graphic view of the present financial condition of our agriculture.

This loaning agency of the Government lent to our banks and co-operative enterprises in the Northwest, about \$60,000,000. About \$12,500,000 was loaned in Minnesota; about \$20,500,000 in North Dakota, and the balance in South Dakota and Montana.

Because the farmer is not hard up, but is paying his debts, more than one-half of this money, or \$32,500,000, is back in the United States treasury.

The figures in the circle, in each county, show the loans still outstanding and unpaid. The figures in the square show those paid up, one-third or more, or a good sound banking liquidation. Let's see what we find.

Banks in Washington, Ramsey, Carver, Scott, Rice

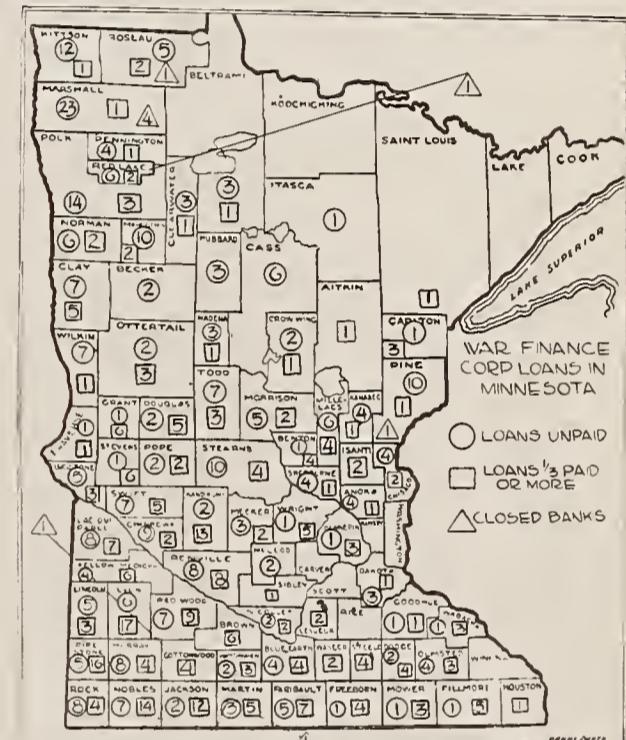


FIG. 1. FINANCIAL MAP OF MINNESOTA

and Winona Counties, have had to borrow no money from Uncle Sam. Why?

Carver is a typical example, one of our smallest counties. Yet her 17 creameries made \$1,700,000 worth of golden butter, and returned a million and a half golden dollars to her farmers. Nearly all her farms are dairy farms, and raise millions of sugar beets besides.

Rice County is the home of the famous Northfield Holstein center. People come there from all over the world to buy her pure-bred cattle. The Northfield banks are full of farmers' deposits. Her 14 creameries made \$1,360,000 worth of golden butter. There are no "frozen credits" there.

Scott County made more than \$600,000 worth; Washington more than half a million. Winona made more than a million.

Steele, another small county of only 12 townships, has paid up all four of her loans. She made nearly \$2,000,000 worth of butter, in 24 co-operative creameries, and paid farmers more than \$1,735,000 in cash.

Steele is said to have the highest butter fat production per acre in the United States. She has only 1,800 farms, only 18,000 people, and 22,000 dairy cows; more than one for each inhabitant, more than 10 for each farm.

Carl Bennett, the banker in Owatonna, says that Steele County bank deposits have increased in the past five years \$2,500,000; they now total more than \$7,800,000, nearly all of it subject to farmers' checks. Goodhue, our great cheese making county, has only one loan unpaid and one paid up. She made \$2,000,000 worth of butter and cheese. Her farmers are not hard up.

Here is another striking comparison, Anoka County, just above Minneapolis, where the potato is king. Her four creameries made only \$250,000 worth of butter, and her four loans are unpaid. Wright County, just westward, made \$2,000,000 worth, in 24 creameries, and has paid five of her six loans.

Pipestone, another small county on the western border, made more than \$1,000,000 worth of this creamy gold. She paid up 16 of her 21 loans.

Freeborn County, "home and mother" of the creamery industry, made more than \$2,000,000 worth of butter in 26 farmers' creameries. She paid up four of her five loans. Waseca borrowed on two, and has paid them up; by making more than a million in golden butter and golden dollars.

Down in Clarks Grove, in Freeborn County, a town of only 87 people, the first co-operative creamery in the state was started, in a little Baptist church. That little church today has one of the finest properties in the county, and raised more than \$10,000 for missions and other good causes last year.

The creamery there did a cash business of more than \$210,000, and has paid its farmers' patrons more than \$2,500,000 in its history. The little \$10,000 bank there has a surplus and undivided profits of

# THE AMERICAN ELEVATOR AND GRAIN TRADE

Forty-Second Year

more than \$16,500, deposits of more than \$236,000; the latter increasing more than \$41,000 last year. The bank pays dividends of 10 and 15 per cent.

These communities are only typical of conditions in our dairying districts. All through central and southern Minnesota, where the cow paths are numerous, it is absurd to say that the farmer is hard up.

Clay, our greatest potato growing county, has seven loans unpaid, and five paid up. Norman stands six unpaid, to two paid; Folk, 14 unpaid to three paid up; Red Lake, six to two; Pennington, four to one; Marshall, one great wheat field, 23 to two; Kittson, 12 to one.

Even here the bright spots appear. In no other part of the Northwest, or perhaps in America, is more being done to boost for the dairy cow and diversified farming, than in the upper Red River Valley; with their mid-winter live-stock shows at Crookston, and the Red River Valley Development Association.

One of the sweet uses of adversity, that Old Bill Shakespeare tells us about, is to turn sinners to repentance. That's what they are doing, out in the valley.

Doesn't it look to us now, as if this diversified farming, and particularly dairying, had some advantages over growing wheat, or potatoes, or any single crop?

Here is a map showing Minnesota's butter production by counties. (See Fig. 2) Twenty-nine counties that produce more than a million dollars worth of butter apiece, are marked with a dot; and six of them each produce more than \$2,000,000 worth. Twenty-two more produce more than half a million dollars apiece. Almost without an exception they are prosperous. Compare this map with Fig. 1 and see their sound financial condition, and the repayment of their loans.

Mr. Collison also carried his comparisons into North Dakota, pointing out such counties as McIntosh, which has the smallest amount of mortgages on her farm lands, and of delinquent taxes and overdue payments on farm contracts, of any county in North Dakota. He cited the little town of Zeeeland, said to be the richest of its size, only 325 people; its banks having more than \$628,000 on deposit, with large cash reserves of nearly \$150,000. McIntosh county's banks show deposits of \$2,600,000 and have trebled in 10 years. He also compared other dairying counties to the wheat counties of the state. He concluded by saying:

Here is another bright spot. Do you know that we are living right in the heart and center of the fastest growing dairy land of America? Look up the figures and you will find that Wisconsin has gained more dairy cows, or 743,495, in the 15 years following the 1909 census, than any other state. This put her up ahead of New York as first in gain, first in dairy cows (2,217,000), and first in total production.

Minnesota is second in gain, or 588,612 cows; this put her ahead of Iowa. Now in 1924 she has more dairy cows (1,674,000), than New York (1,628,000).

It may surprise you to know that the third state in gain, or 273,827 cows, is North Dakota, and Michigan is fourth, 219,937 cows gained.

The highest percentage of gain in the whole United States is in Montana, 150 per cent. She more than doubled her dairy cows. So we have here, stretching from Sault Ste. Marie to the Rockies, the greatest dairy realm of all North America, and, I believe, of the world, the great "cream pitcher of America."

Doesn't it look now, in the midst of all this gloom we hear from the "Calamity Janes" as if we in the Northwest were all dressed up, and knew where we were going, and were already on our way?

Following his address was a brief talk by H. A. Halvorson, president of the Association of Feed Control Officials of the United States. His subject was "Labels and Phrases," and he made a plea for uniformity, simplicity (in labels) and honesty.

Before the adjourning of the morning session, President Keller designated the convention committees.

## AFTERNOON SESSION

During the afternoon session there were addresses followed by a motion picture on "Catching Menhaden Fish," the film being presented through the courtesy of Charles M. Struven & Co. The description of the fishing and the making of fish meal was watched with a great deal of interest. Among the speakers at the afternoon session were the following: John Van der Vries, manager of the north central division of the United States Chamber of Commerce; S. P. Arnot, executive vice-

president of the Chicago Board of Trade; and M. O. Maughn, secretary of the National Dairy Council, and others of interest.

The banquet was held Thursday night in the Florentine Room, and the attendance was large. The entertainment and other features for the comfort and pleasure of the members were prepared under the direction of M. M. Nowak, who succeeded in arousing unusual enthusiasm and received a vote of thanks for his efforts.

## FRIDAY MORNING SESSION

On Friday morning the committee reports were received, and the Nominating Committee proposed the following officers, who were unanimously elected: President, E. W. Elmore, Elmore Milling Company, Oneonta, N. Y.; first vice-president, D. A. Badenoch, Park & Pollard Company, Chicago, Ill.; second vice-president, R. F. Diebel, Dixie Mills Company, East St. Louis, Ill.; third vice-president,



SECRETARY L. F. BROWN

H. S. Austrian, Rosenbaum Brothers, Chicago; secretary, L. F. Brown, Chicago; treasurer, W. R. Anderson, Flour & Feed, Milwaukee, Wis.; and traffic manager, R. M. Field, Chicago.

The Executive Committee for the new year includes W. E. Suits, chairman, Quaker Oats Company, Chicago; A. F. Seay, Ralston Purina Company, St. Louis, Mo.; J. B. Edgar, Edgar-Morgan Company, Memphis, Tenn.; G. A. Chapman, Riverdale Products Company, Chicago; M. M. Nowak, Nowak Milling Corporation, Hammond, Ind.; H. A. Abbott, Albert Dickinson Company, Chicago; and the president ex officio.

The Board of Directors who were elected for the new year were: O. E. M. Keller, Arcady Farms Milling Company, Chicago, chairman; C. W. Snyder, C. W. Snyder & Co., of Chicago; F. J. Ludwig, Charles M. Cox Company, Boston, Mass.; H. Weh-

mann, International Sugar Feed Company, Minneapolis, Minn.; Otto Weiss, Otto Weiss Milling Company, Wichita, Kan.; E. J. Thompson, Ubiko Milling Company, Cincinnati, Ohio; H. Roy Eshelman, J. W. Eshelman & Sons, Lancaster, Pa.; D. W. McMillan, McMillan Company, Fort Wayne, Ind.; F. M. Wilson, Denver Alfalfa Milling & Products Company, Lamar, Colo.; John C. Reid, Three-Minute Cereals Company, Cedar Rapids, Iowa; Charles A. Krause, Charles A. Krause Milling Company, Milwaukee, Wis.; H. J. Atwood, American Milling Company, Peoria, Ill.; B. T. Manard, Penick & Ford Company, New Orleans, La.; William Hillix, Excello Feed Milling Company, St. Joseph, Mo.; W. R. Smith-Vaniz, Royal Feed & Milling Company, Memphis, Tenn.; and the president ex-officio.

The Resolution Committee reported and the resolutions were unanimously adopted, thanking retiring officers, speakers, and the press, and the Chicago territory committee for their activity as hosts of the convention. A resolution was also adopted providing that sales effort shall be dominated by "Sanity in Selling," "Truth in Advertising," and "Emphasises on the Positive, with Avoidance of the Negative" side of advertising.

## ATTENDANCE

The following were present:

Harold A. Abbott, The Albert Dickinson Company, Chicago, Ill.; Henry F. Ackhoff, Oyster Shell Products Corporation, St. Louis, Mo.; J. M. Adams, Rosenbaum Brothers, Chicago, Ill.; E. C. Andrews, Black & White Milling Company, East St. Louis, Ill.; Albert Angell, Jr., Rosenbaum Bros., Chicago, Ill.; T. F. Armstrong, Brooks Elevator Company, Minneapolis, Minn.; H. S. Austrian, Rosenbaum Brothers, Chicago, Ill.; S. F. Arnot, Chicago Board of Trade, Chicago, Ill.; H. G. Atwood, American Milling Company, Peoria, Ill.; D. A. Badenoch, Park & Pollard Company of Illinois, Chicago, Ill.; J. J. Badenoch, J. J. Badenoch Company, Chicago, Ill.; J. W. Badenoch, J. J. Badenoch Company, Chicago, Ill.; Mrs. D. A. Badenoch, Chicago; J. F. Baker, Lamar Alfalfa Milling Company, Lamar, Colo.; W. A. Barsh, Armour Fertilizer Works, Chicago, Ill.; F. T. Bascom, Bartlett Frazier Company, Chicago, Ill.; W. F. Becker, Jr., Cereal Byproducts Company, Chicago, Ill.; F. C. Beene, Department of Agriculture, Springfield, Ill.; R. P. Benedict, Jr., Darling & Company, Chicago, Ill.; F. Bergman, Bergman Mill Feed Company, Minneapolis, Minn.; H. W. Bernhardt, Nye & Jenks Grain Company, Chicago, Ill.; E. N. Boland, The Quaker Oats Company, Chicago, Ill.; A. W. Bosworth, M. M. Bosworth, M. M. Bosworth Company, Memphis, Tenn.; A. G. Boyer, Armour Fertilizer Works, Chicago, Ill.; F. J. Bradford, Arcady Farms Milling Company, Chicago, Ill.; Geo. F. Brown, Brown Milling Company and Products Company, Charleston, W. Va.; Lloyd M. Brown, Albert Dickinson, Chicago, Ill.; L. F. Brown, Secretary, Chicago, Ill.; L. W. Bryant, United Chemical & Organic Products Company, Chicago, Ill.; Sleeter Bull, University of Illinois, Urbana, Ill.; R. E. Caldwell, Blatchford Calf Meal Company, Waukegan, Ill.; Guy Cameron, Hayes Grain & Corn Company, Little Rock, Ark.; E. F. Carlton, W. P. Devereaux Company, Minneapolis, Minn.; Ashton Casler, Darling & Co., Chicago, Ill.; W. F. Chamberlin, R. W. Chapin, Chapin & Co., Chicago, Ill.; Geo. A. Chapman, Riverdale Products Company, Chicago, Ill.; T. M. Chivington, American Corn Millers Federation, Chicago, Ill.; G. W. Christopher, Weller Manufacturing Company, Chicago, Ill.; H. W. Clements, Bemis Bro. Bag Co., Chicago, Ill.; C. A. Coddington, Beacon Milling Company, Inc., Auburn, N. Y.; C. E. Coe, C. U. Snyder & Co., Memphis, Tenn.; Max F. Cohn, Sunset Feed & Grain Company, Inc., Buffalo, N. Y.; M. H. Cohn, Western Feed Manufacturers, Inc., Chicago, Ill.; M. L. Coleman, Archer Daniels Midland Company, Chicago, Ill.; Chas. F. Collison, Minneapolis, Minn.; A. B. Conkey, The G. E. Conkey Company, Cleveland, Ohio; J. M. Cook, E. G. L. Feed Manufacturing Company, Helena, Ark.; William Coyle, Lamar Alfalfa Milling Company, Denver, Colo.; J. U. Crosby, Arcady Farms Milling Company, Chicago, Ill.; J. G. Cunningham, Excello Feed Milling Company, St. Joseph, Mo.; J. J. Curl, The Marion Grain & Supply Company, Marion, Ohio; J. A. Curry, Albert Dickinson Company, Chicago, Ill.; F. H. Diebel, Black & White Milling Company, East St. Louis, Ill.; Frank J. Delany, Board of Trade, Chicago, Ill.; Morris Deutsch, Chicago, Ill.; W. R. Dickinson, M. M. Bosworth Company, Chicago, Ill.; Wayne Dinsmore, Horse Association of America, Chicago, Ill.; M. E. Dickson, The Fleischmann Company, New York, N. Y.; R. E. Doolittle, Bureau of Chemistry, Washington, D. C.; Sherman T. Edwards, S. T.



BANQUET OF THE FEED MANUFACTURERS ASSOCIATION, CHICAGO, JUNE 5, 1924

Edwards & Co., Chicago, Ill.; S. W. Edwards, S. T. Edwards & Co., Chicago, Ill.; H. D. Egly, The McMillen Company, Ft. Wayne, Ind.; J. E. Evans, The Benson Milling Company, Auburn, N. Y.; E. Ewing, Champion Milling & Grain Co., Clinton, Iowa; P. V. Ewing, Mooreman Manufacturing Company, Chicago, Ill.; N. G. Farber, Michigan Limestone & Chemical Company, Buffalo, N. Y.; R. M. Field, Traffic Manager, Chicago, Ill.; J. J. Ferguson, Swift & Co., Chicago, Ill.; Jos. E. Flynn, Flynn Bros. Grain & Feed Co., St. Louis, Mo.; L. M. Fralich, Abingdon Milling & Cattle Feeding Co., Abingdon, Ill.; D. B. Fraser, Chicago, Ill.; A. J. Gallagher, Minneapolis, Minn.; O. N. Gingrich, Albert Dickinson Company, Chicago, Ill.; H. H. Goeltzer, Corn Products Refining Company, Milwaukee, Wis.; Wm. C. Greene, Cereal Byproducts Company, St. Louis, Mo.; F. C. Greutker, Cereal Byproducts Company, Buffalo, N. Y.; Sam N. Grodsky, Missouri Bag Company, St. Louis, Mo.; Jos. B. Groebner, Eagle Roller Mill Company, New Ulm, Minn.; Chas. Guthrie, Hales & Hunter Company, Chicago, Ill.; R. L. Hall, Collis Products Company, Clinton, Iowa; Will A. Hall, International Sugar Feed Company, Memphis, Tenn.; H. A. Halverson, State Dairy & Food Department, St. Paul, Minn.; S. S. Hamilton, Beatrice Creamery Company, Chicago, Ill.; J. K. Haywood, Bureau of Chemistry, Washington, D. C.; A. J. Hazle, Jr., B. F. Gump Company, Chicago, Ill.; L. A. Heatherman, Denver Alfalfa Milling & Products Company, Denver, Colo.; Elsor Heater, Cereal Byproducts Company, St. Louis, Mo.; R. A. Henderson, International Milling Company, Sioux City, Iowa; Roy L. Herrick, Herrick Feed Company, Harvard, Ill.; V. E. Herter, V. E. Herter & Co., Dayton, Ohio; Arthur G. Hessberg, Hiawatha Grain Company, Minneapolis, Minn.; Guy E. Hillier, Penick & Ford Sales Company, Inc., Cedar Rapids, Iowa; Wm. Hillix, Excello Feed Milling Company, St. Joseph, Mo.; C. A. Hohle, Capital City Milling & Grain Company, St. Paul, Minn.; R. C. Holder, Collis Products Company, Clinton, Iowa; Chas. G. Hooker, Northern Milling Company, Wausau, Wis.; E. J. Housen, J. J. Badenoch Company, Chicago, Ill.; M. W. Howard, D. H. Grandin Milling Company, Jamestown, N. Y.; A. P. Husband, Millers National Federation, Chicago, Ill.; J. Instone, Richardson Scale Company, Chicago, Ill.; C. Elbert Israel, C. Rauh & Sons Animal Feed Company, Indianapolis, Ind.; A. C. Jacobson, Albert Dickinson Company, Chicago, Ill.; F. N. Johnson, Arcady Farms Milling Company, Chicago, Ill.; J. R. Jones, Illinois Feed & Elevator Company, Bloomington, Ill.; I. S. Joseph, I. S. Joseph Company, Minneapolis, Minn.; F. A. Jost, Pearson & Jost, Chicago, Ill.; John W. Jouno, Donahue-Stratton Company, Milwaukee, Wis.; John D. Kane, Albert Dickinson Company, Chicago, Ill.; C. T. Kayhart, Corn Products Refining Company, New York City; O. E. M. Keller, Arcady Farms Milling Company, Chicago, Ill.; Chas. R. King, The Quaker Oats Company, Chicago, Ill.; Harry Klein, Bartlett Frazier Company, Chicago, Ill.; E. LaBudde, LaBudde Feed & Grain Company, Milwaukee, Wis.; H. H. Ladish, The Laddish Company, Milwaukee, Wis.; E. R. Lauer, Chas. A. Krause Milling Company, Milwaukee, Wis.; Thos. C. Law, Inter-State Cottonseed Crushers Association, Atlanta, Ga.; W. R. Leathers, Sprout, Waldron & Co., Chicago, Ill.; J. H. Leftwich, C. U. Snyder & Co., Chicago, Ill.; J. Leipman, Dreyer Commission Company, St. Louis, Mo.; Frank T. Liddy, Frank T. Liddy Company, Chicago, Ill.; F. S. Lodge, Armour Fertilizer Works, Chicago, Ill.; W. McGaillard, Department of Agriculture, Chicago, Ill.; O. A. McCrea, Pillsbury Flour Mills Company, Minneapolis, Minn.; W. M. McIntosh, Mack Feed Milling Company, Clinton, Iowa; A. D. MacLellan, Anglo-American Mill Company, Owensboro, Ky.; D. W. McMillen, The McMillen Company, Ft. Wayne, Ind.; A. J. Meyer, Mack Feed Milling Company, Clinton, Iowa; Carl Minor, Minor Laboratories, Chicago, Ill.; B. T. Manard, Penick & Ford Ltd., New Orleans, La.; C. J. Martenis, C. J. Martenis Grain Company, New York, N. Y.; F. W. Martin, Hayes Grain & Commission Company, Chicago, Ill.; J. L. Marshall, Kentucky Feed & Grain Company, Louisville, Ky.; Mrs. J. L. Marshall, Kentucky Feed & Grain Company, Louisville, Ky.; Lucille Marshall, Kentucky Feed & Grain Company, Louisville, Ky.; Gerald R. Martin, Superior Feed Company, Minneapolis, Minn.; Arthur Meeker, Arcady Farms Milling Company, Chicago, Ill.; H. J. Meilahn, J. J. Badenoch Company, Chicago, Ill.; E. V. Moorman, Moorman Manufacturing Company, Quincy, Ill.; I. S. Mowat, The Larroche Milling Company, Detroit, Mich.; Herman Nagel, Chicago, Ill.; O. E. Nelson, Denver, Alfalfa Milling & Products Company, Lamar, Colo.; L. C. Newsome, Newsome Feed & Grain Company, Pittsburgh, Pa.; M. M. Nowak, Nowak Milling Company, Hammond, Ind.; Mrs. M. M. Nowak, Chicago, Ill.; R. E. Nye, Denver, Alfalfa Milling & Products Company, St. Louis, Mo.; W. A. O'Grady, Quaker Oats Company, Chicago, Ill.; J. A. O'Halloran, Champion Milling & Grain Company, Clinton, Iowa; R. Opsal, Opsal-Fliming Company, Minneapolis, Minn.; Flynn Owen, The Corno Mills Company, St. Louis, Mo.; A. K. Palmer, Tioga Mill & Elevator Company, Waverly, N. Y.; W. G. Palmer, Tioga Mill & Elevator Company, Waverly, N. Y.; W. B. Pearson, Arcady Farms Milling Company, Chicago, Ill.; James J. Paterson, J. J. Badenoch Company, Chicago, Ill.; Jno. H. Peek, Percy Kent Bag Company, Inc., Buffalo, N. Y.; Soma Petro, Goffe & Carkener, Inc., Kansas City, Mo.; T. A. Potter, The Quaker Oats Company, Chicago, Ill.; L. T. Phelps, E. L. Phelps & Co., Minneapolis, Minn.; Mrs. L. T. Phelps, Minneapolis, Minn.; J. E. Poole, Chicago Live Stock Exchange, Chicago, Ill.; J. W. Powley, Morris & Co., Chicago, Ill.; W. H. Radke, Corn Products Refining Company, Chicago, Ill.; J. M. Rapier, Rapier Sugar Feed Company, Owensboro, Ky.; John C. Reid, The Corno Mills Company, East St. Louis, Ill.; Miss I. K. Reiser, Cereal Byproducts Company, Chicago, Ill.; M. G. Reitz, Nowak Milling Company, Hammond, Ind.; J. Walter Rice, Froedert Grain & Malt Company, Milwaukee, Wis.; O. S. Roberts, State Chemist, Department, Lafayette, Ind.; L. H. Robertson, Abingdon Milling & Cattle Feeding Company, Abingdon, Ill.; Frank M. Rosencrans, Pratt Food Company, Hammond, Ind.; A. H. Schmidt, Tarkio Molasses Feed Company, Kansas City, Mo.; A. F. Seay, Ralston Purina Company, St. Louis, Mo.; Mrs. A. F. Seay, Chicago, Ill.; A. S. Schneider, Williams Crusher & Pulverizer Company, St. Louis, Mo.; P. J. Seidl, Huhn Seidl Company, Minneapolis, Minn.; L. Selle, Wilson & Co., Chicago, Ill.; H. Shere, The Van Dusen Harrington Company, Minneapolis, Minn.; D. D. Slocum, American Linseed Company, Minneapolis, Minn.; E. H. Smith, American Linseed Company, Minneapolis, Minn.; James F. Smith, The Albert Dickinson Company, Chicago, Ill.; S. C. Smith, Darling & Co., Chicago, Ill.; W. R. Smith-Vaniz, Royal Feed & Milling Company, Memphis, Tenn.; T. E. Snyder, C. U. Snyder & Co., Chicago, Ill.; E. W. Sommers, Valley Brokerage Company, Memphis, Tenn.; A. C. Spierling, Swift & Co., Chicago, Ill.; G. F. Staats, Illinois Feed & Elevator Company, Bloomington, Ill.; E. R. Strauss, The Bertley Company, Chicago, Ill.; H. A. Strohm, Elgin, Ill.; W. H. Strowd, Wisconsin Department of Agriculture, Madison, Wis.; Chas. M. Struven, Chas. M. Stru-

ven & Co., Baltimore, Md.; J. E. Stuart, Newsome Feed Company, Minneapolis, Minn.; W. E. Suits, The Quaker Oats Company, Chicago, Ill.; Mrs. W. E. Suits, Chicago, Ill.; G. Takats, Chicago, Ill.; W. A. Tanner, Bemis Bros. Bag Co., Chicago, Ill.; Geo. A. Tasker, Riverdale Products Co., Chicago, Ill.; Frank Tenney, Frank Tenney Company, Chicago, Ill.; Geo. W. Terry, Lamar Alfalfa Milling Company, Lamar, Colo.; S. J. Thompson, The Ubiko Milling Company, Cincinnati, Ohio; Mr. Thayer, Thayer Milling Company, Thayer, Ohio; Mrs. Thayer, Thayer, Ohio; P. C. Tilford, Dixie Grain Company, Shelbyville, Tenn.; E. R. Trout, The Otto Weiss Milling Company, Wichita, Kan.; Mrs. E. R. Trout, Wichita, Kan.; John Van der Vries, Chamber of Commerce U. S. A., Chicago, Ill.; E. P. Walden, Corn Products Refining Company, New York, N. Y.; Chas. Waldron, Sprout Waldron & Co., Muncy, Pa.; E. K. Warner, Archer Daniels, Midland Co., Minneapolis, Minn.; Chas. Arthur Wenz, Hales & Hunter Company, Chicago, Ill.; H. Wehmeh, International Sugar Feed Company, Minneapolis, Minn.; John H. Wheeler, Rumsey & Co., Chicago, Ill.; C. L. Whyte, Whyte Feed Mills, Pine Bluff, Ark.; F. J. Wicky, The Albert Dickinson Co., Chicago, Ill.; O. H. Williams, Rapier Sugar Feed Company, Owensboro, Ky.; Floyd M. Wilson, Denver Alfalfa Milling & Produce Company, Lamar, Colo.; Mrs. A. E. Williamson, Chicago, Ill.; C. P. Wolverton, Maritime Milling Company, Buffalo, N. Y.; E. S. Woodworth, E. S. Woodworth & Co., Minneapolis, Minn.; E. S. Quinn, M. B. Quinn Company, New York, N. Y.

## ANNUAL MEETING OF KANSAS ASSOCIATION

A very keen interest in the legislative trend of the day characterized the activities of the twenty-seventh annual meeting of the Kansas Grain Dealers Association. The three-day session was called to order by President Willis Pereau at the Coates House, at Kansas City, Mo. Allen Logan, president of the Kansas City Board of Trade, welcomed the dealers very cordially; and H. L. Shellenberger, of Genesee responded, after which the annual address of the president was heard.

The report of Secretary Smiley was replete with interesting facts, and conveyed some very definite information on conditions in the Southwest. He said:

We believe that the thought uppermost in the mind of every grain dealer present today is, "what can I do to be saved from further loss and ultimate bankruptcy." We believe that, with few exceptions, the ledgers of the entire grain trade of the Southwest shows losses for the year 1923. As evidence of this fact, we refer to our own membership. During the year past, 10 brokers and receivers in Kansas, discontinued business, 19 co-operative concerns, 27 independent concerns, or a total of 56 individuals and firms in our membership list since January 1, 1923, have discontinued business. We believe this can be accounted for because of the fact that there are too many brokers and receivers for the volume of business, and too many elevators for the volume of business. There are a number of towns in Kansas, especially in the wheat belt, that have 3 to 6 elevators, where 2 or 3 could easily have handled the business. Another reason, and the principal reason, for this condition, is that grain is handled on such a small margin of profit that when the fixed charges are deducted, the business shows a loss. I believe that the average elevator operator is the most optimistic man on earth. Many of them know at the time of making purchase that the grain they have purchased will show a loss, or at least no profit, but they hope for an advance in the market. Should you ask them why they purchased this at the price paid, whether they admit it or not, they bought it to prevent their competitor getting it. Until this condition is changed we cannot hope for any improvement in the situation. It is our judgment that the grain trade must adopt new and different methods from those in vogue at this time. As the business is conducted today, the majority of elevator operators purchase grain direct from the farmer, of different test weight, and grade, and protein content and load it out as they receive it. Through this method the terminal elevator receives the profit of blending and mixing the different grades. In order to secure the profit, country elevator operators must equip their houses with the proper machinery for blending and mixing the different grades of wheat. Every country elevator should be equipped with an oat clipper, and with the necessary machinery installed in country elevators. There is no reason why any country elevator owner and operator should ship out light test wheat, if sound. I know of a very few operators, that have adopted these methods, and they are proving profitable. In practically every section of the state, the demand for feeding stuffs is greater than the supply. By installing a hammer or attrition mill, all of your refuse from the clipper and cleaner can be made into feed and disposed of at a profit. As you know, mill feed has commanded high prices during the past year on account of the mills only operating part time. The demand for mill feeds, bran, and short during the greater part of the year has been greater than the supply and very high prices prevailed, considering the price of wheat. If you expect to continue in business, you must first consider the cost of doing business. We have lately received a report from the United States Department of Agriculture, Bureau of Agriculture Economics, showing the costs and margins in the marketing of Kansas wheat for the years 1921 and 1922. Tabulation of the data covers 40 elevators situated in 10 counties in north central Kansas. This report shows the number of bushels handled at each point, the operating margin per bushel, operating cost per bushel and the net operating results per bushel.

According to this report, the average operating margin per bushel is 4.10 cents and the average operating cost per bushel is 4.37 or an operating loss of 0.27 per bushel. One of the elevators shown in the report that handled 173,166 bushels showed a net profit of 5.46 per bushel, while the elevator handling 247,943 bushels showed a net loss of 1.42 per bushel.

In lieu of the fact that elevator owners and operators have handled the 1923 wheat crop without profit, and in many instances, at a loss, many of the wheat farmers show little or no appreciation of the service rendered. There is no doubt but what thousands of farmers know that the elevator companies and individuals realized no profit in handling their 1923 crop. Stockholders in co-operative concerns must know this as few of these co-operative concerns declared any dividend; and a number must know if they read the annual statements, that in

many cases their surplus fund was used to pay operating expenses. Why then this difference? The farmers of the Southwest have fallen for practically every nefarious scheme that the mind of man could conceive of. First, was the U. S. Grain Growers, Inc., that collected over \$600,000 from wheat farmers in the Mississippi and Missouri Valleys. Next, the Associated Mill and Elevator Company, Inc., for \$5,000,000 under the Kansas laws.

Last, but not least, the scheme being worked out by promoters makes all of the other plans proposed, seem insignificant. This is known as the "Great Sapiro" plan, conceived in the minds of Baruch, Meyer, Steen, Sapiro and other well known men of Jewish origin. Anyone that has read one of the contracts prepared by the promoters can realize that should they succeed in putting over this scheme, they will have a complete monopoly on the business of the United States. This contract binds the producer of the United States to market all of his product for a period of five years, through this organization. Having signed the contract, he will have no voice in determining the price he is to receive for his product, or when he will receive his money. They have attempted to secure control of at least 44,000,000 bushels of the Kansas wheat crop for period of five years. They are attempting to convince the wheat farmers of the great Southwest that if they will give them entire control of their entire production for a period of five years, they will drive out of business, the elevator owner and operator, and with the assistance of the Congress of the United States, they will destroy every organized Board of Trade in the country. They are attempting to convince the producers of the great southwest that if they will turn over to them their all for a period of five years, they will invoke the aid of the Congress of the United States in establishing the greatest monopoly in the history of the world. Their paid agents in the different states, where they are attempting to put over this scheme are merely pawns in this great game. The only interest they have in the proposition is for the compensation they receive, in the form of salaries. This same scheme has been tried out time and time again, but none of these promoters have succeeded in permanently changing the God given law of supply and demand. That the plan proposed by these promoters will fail, is as sure as fate. This is assured by the failure of the California fruit growers; the failure of the Idaho wheat pool; the failure of the Great Tobacco pool. Little, the promoters of this scheme care for the producer. What they want is control of his product for a period of five years, to enable them to add to their wealth. We have contended that it was the duty of the bankers, grain dealers and business men to warn the farmer, to make a full investigation of this proposed scheme and if he would do this, he would refuse to have anything to do with it. It is reported that practically all of the bank failures that have occurred during the past two years have been caused by inability of the bankers to realize on past due paper. The merchant has extended credit with the expectation that bills would be paid as soon as the crop was harvested. Farmers and business men are particularly in need of ready money to liquidate past due notes and bills and I think you will agree with me that should this proposed plan be put over, it would have tendency to further stagnate business. What possible reason can be assigned for state officials having given this proposed plan their endorsement and lending their assistance to putting it over? Only one; they thought that the proposed plan would be popular with the farmer and would assist him in securing his vote at the coming primary and election. Mark my prediction! Before the close of the year, these politicians that have assisted these foreign promoters in attempting to put the scheme across will be charged with attempting to mislead the farmer and to lending assistance in binding him by contract (which the courts have held valid) that will deprive him of what is justly due him. The blame will rest where it rightly belongs.

Some of our best thinkers and writers of today are asking "back to supply and demand in all lines of production." This is good common horse sense and brings us down to the final analysis as to how the supply and demand is controlled and governed. The law of supply and demand has never been successfully affected by artifice any length of time. Speculators have guessed upon it to their success or to their undoing. A very few have manipulated markets for temporary results, but in the end, the law of supply and demand is the great monarch which rides over the artifices of monopoly and makes in the end, a coherent and conclusive manifestation of its undeviating power. With the exception of wheat, practically every product of the farm, is far above pre-war values.

The farmer would have little cause for complaint of the prices prevailing for his product if what he had to buy could be purchased at pre-war basis. The farmer contends that he is compelled to sell his wheat on basis of the world's prevailing price, and is compelled to buy on basis of the tariff protected market. This is correct. He further contends that inasmuch as he cannot produce wheat in competition with Canada's cheap land, and virgin soil, and lower freight rates to tide-water, and southern hemisphere countries, the present tariff imposed on imported clothing, shoes, harness, and other essential commodities, should be removed. We believe his point is well taken. But to do this, would mean that the present standard of living in this country would be brought to the same standard that applies in foreign countries, as the prevailing water rates between the United States and Europe, with the rail rates from the Eastern seaboard to the Middle West, would not equalize the difference in wages paid the American workman and European workman. It is my candid opinion that the only solution to the problem will be for the American wheat farmer, owning land, having a value in excess of \$50 per acre, is to discontinue raising wheat. I am sure the farmer must work out his own salvation. If he lives in hopes of the Congress of the United States working out a plan that will solve his problem, he is doomed to disappointment. If he lives in hopes of selfish promoters working out a plan that will solve his problem, he is doomed to disappointment. If he lives in hopes of selfish promoters working out a plan to relieve him, he will be forced into bankruptcy, as they are all working for their own selfish interests.

I will touch only briefly upon this phase of our national life. I wish to say, that any casual reader of current events must know that this country is fast drifting toward socialism. Many of the bills introduced in the Congress of the United States at this session favor class legislation. I refer particularly to the McNary-Haugen bill, and to the Norris-Sinclair bill. Both of these measures propose a fixed, or established price on farm products, especially wheat. The McNary-Haugen bill provides for a commission of five men with a fixed salary, any number of employees, to take over the grain business of the country for a period of five years. I will not further

# THE AMERICAN ELEVATOR AND GRAIN TRADE

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explain the intricacies of this bill as these will be explained by Messrs. Watkins and Hargis to emphasize the fact that if this proposed bill should be enacted into law, it will be the opening wedge for all kinds of class legislation to follow. In discussing the de-merits of this bill with Congressman Tincher, of our state, he admitted that this was true.

Now, what can the grain trade do to benefit the farmer? Would it not be a good idea to have farmers attend our grain meetings? Group meetings will be held in every part of the state during the summer. Why not assist your secretary in giving these meetings publicity, through your local press, and use your telephone in calling them, and insist upon their attending our meetings? We have nothing to conceal from them, and we believe if you favor this plan and will co-operate with your secretary, the farmers in every locality can be induced to attend these meetings. Take them into your confidence; let them know what it costs to market grain. Let us tell them what you have to contend with in marketing their grain. Explain to them that you are not in any way responsible for existing conditions.

Taking into consideration existing conditions, as affecting the grain business, we think our Association is to be congratulated for while it is true that we sustained a net loss of 52 members during the year, our cash balance on hand in bank at close of our fiscal year was \$3,860.46, as compared with \$4,932.27, the previous year. A number of our members are located in the southwestern counties, where the crop was a total failure, during the past year, and this accounts for the fact that their houses were closed, and for a great part of this difference.

I am optimistic of the future of the grain trade. It is a legitimate business. The local elevator is a necessity in every community, more so than a bank. As soon as this spasm passes, and the farmers find that the proposed schemes and proposed radical legislation has not improved his condition, he will then realize that his local elevator man can be depended upon to market his product more economically than by any plan ever proposed.

C. C. Isley of Dodge City, had as the subject of his speech "Antidotes for Fake Farm Cures," and he said, in part:

Agriculture is America's sick industry. To the pallet of the patient every quack and fakir has found admission to prescribe his dangerous nostrums at the victim's expense. The disease of agriculture is economic, but no economist has ever been called to the sick chamber. In ancient times astrologers were welcomed to the courts of kings to divine from the omens what course the king should pursue. We are not far removed from that situation today. If in this speech I would seriously propose that the ills of agriculture were due to sun spots, I would get more attention from Congress and from the public generally than if I reported the findings of a dozen of the most eminent economists in America.

The farmer is no fool. His resistance to the blandishments of the highly paid pool propagandists is eloquent proof. No more plausible gold brick has ever been offered to any investor so persistently and so skillfully with such meagre results. The average farmer has more sense than the average business man. His is a highly specialized industry. In our field we probably know a few things, but it is our own fault if we have failed to show him that we are partners and fellow sufferers in all his grief. If we really know something about merchandising, we have miserably failed, if we haven't even tried to show that we have been rendering an indispensable service. Indeed we have permitted the charge that we are mere toll takers to go unchallenged. There is no antidote to fake farm cures, but there is a cure for agricultural distress. It isn't a new disease. The depression following the Revolution, following Jefferson's destroying Hamilton's bank, following Jackson's destroying the Second National bank; the panics due to green-backism and Freesilverism, are like this one—all monetary, and due to either lack of a proper stable and safe circulating medium or to the threat to destroy what we had. Those experiences were American. The present disturbance is world wide.

Money is the life blood of business. Like the blood we call it the circulation. Business consists in production, transportation, distribution, and consumption of goods. Abundant production, efficient transportation avail nothing, if there is a break down in distribution. Distribution is impossible without a sound and stable medium of exchange. Panics are not the result of business cycles as Babson and other economic clairvoyants would have us believe. The hard times following wars are not so much due to war's wastages as to the economic maladjustments that grow out of the war. As a result of the war America gained over two billions in gold, three or four billions in paid off notes and a note case full of from ten to fifteen billion dollars of you owe me's. We have over half the world's monetary gold, a billion dollars more than our entire paper circulation. Like the scriptural "talent hid in a napkin" it has become a curse to us. The result is world wide monetary chaos, fluctuating exchanges, depreciated money abroad, improper distribution of food, starvation in Germany, underconsumption in all Europe and tragic distress on the American farm. Let this continue, and the Radicals that have succeeded in tying up all progress in Washington will continue to hinder all proper legislation and will succeed in forwarding all kinds of vicious legislation. Don't worry about the red on the street corner or in the press, in Washington so called conservative Senators and many 100 per cent American congressmen are sponsoring legislation that would do credit to a Townley and that would justify congratulations from Trotsky. This thing is going to continue till the farm situation is cured, till the farmer again approaches the Biblical dream of "sitting under his own vine and fig tree with none to molest and make afraid."

As things stand now this stream of gold is continuing to pour into New York by the hundred million every few months. We need to have done for America and Europe what the Dawes Commission has done for France and Germany. That was a wonderful step in the right direction. It will not stop the gold flood to America, it may reduce the stream. Its greatest value lies in showing to America how eager Europe is to accept our leadership. The British economist, Keynes' proposals five years ago were essentially the same as the Dawes' proposals. Rathenau and Loucheur were agreed two years ago on practically the same figures. No Frenchman's proposals were acceptable to Germany. No Englishman's to Germany and France and no German's to anybody. Rathenau, the German, was assassinated by Germans for the suggestion. Loucheur was kicked out of the French cabinet, but the same ideas recast by a semi-official American commission becomes a successful election issue last Sunday in France and a week before in Germany. The Dawes

plan should save Germany, but it may not save France and England and America.

The following officers were elected for the coming year: C. C. Isely, Dodge City, president; H. L. Shellenberger, Geneseo, vice-president; E. J. Smiley, Topeka, secretary-treasurer; C. A. Kalbfleisch, Harlan, director of the second district; H. B. Wheaton, Hugoton, director of the fourth district; and I. M. Rankin, Cambridge, Neb., director of the North Platte district, Nebraska.

## TEXAS DEALERS HOLD ANNUAL MEETING

The Texas Grain Dealers Association held their annual meeting May 23 and 24 at New Braunfels. The sessions were short and an effort was made to have only such addresses as would be definitely beneficial. The meeting was called to order by President King and an official welcome on behalf of the town was given by the mayor.

One of the prominent speakers at the first day's session was F. E. Watkins, president of the Grain Dealers National Association. He introduced the topic "Tendency of Legislation," and early in his discourse said that the idea that the Government can manage the business of the individual better than the individual himself has had a very thorough tryout. He called attention to our having piled commission on commission, bureau on bureau, and increased the personnel of our governmental staffs—Federal, state, and municipal, until creditable authorities estimate that there are on the public payroll 2,700,000 persons, or one in every 12 over 16 years of age.

He also spoke in detail regarding attempts to controvert economic laws by legislation, and described existing organized minorities and blocs as dangerous. He concluded his talk with an appeal for closer attention to the duties and obligations of citizenship, pointing out that lack of interest in civic affairs on the part of most citizens constituted the real cause of most difficulties in the Government.

On Saturday morning J. V. Neuhaus, chairman of the Committee on Amendments to the Constitution and By-laws, presented a resolution calling for the incorporation of the Association, and the action was taken unanimously. The resolution read as follows:

Be it resolved, by the members of the Texas Grain Dealers Association, in regular annual meeting assembled at New Braunfels, Texas, May 23, 1924, and May 24, 1924: That the Executive Committee of the Association be hereby authorized and directed to take immediate steps necessary to dissolve this association as a voluntary beneficial association and to incorporate same under the laws of Texas, without capital stock, under the same name as heretofore used, without change of location of its place and methods of business, in accordance with copy of charter hereto amended.

Be it further resolved, as aforesaid: That the said Executive Committee under said incorporation be constituted the Board of Directors of said corporation and that they be hereby authorized and instructed after such incorporation to adopt, as corporate, constitution and by-laws, into the present constitution and by-laws and trade rules of this association, with only such appropriate changes as are necessary to conform to corporate association, and that the directors be authorized to pay necessary filing, franchise and other fees and expense of incorporation out of the association funds.

Amend the Constitution by adding to Article 1 of the Constitution: "The fiscal year of this organization shall begin with June 1 of each year."

Amend the Constitution by changing Section 2, Article 3, of the by-laws, to read: "If dues and assessments are not paid in advance, after ten days' notice, the secretary shall draw demand draft with exchange and if same is not paid, then said member shall make himself liable to be suspended at the discretion of the executive committee."

Amend Section 2 of Article 9 of the Constitution, increasing the deposit fee in arbitration cases from \$7.50 to \$20.

The following resolutions were unanimously adopted, after being presented by B. E. Clement, as chairman of the Resolution Committee:

Whereas, the President of the United States, Hon. Calvin Coolidge, in his recent veto message of the Bonus Bill, has sounded a note of warning against unwise and extravagant use of public funds, and against the operation of political blocs and the present tendency toward radicalism; and

Whereas, it has come to our knowledge that both senators from Texas and a majority of Texas representatives voted to override the President's veto, thereby assisting to inflict on the people of this country this unwise and unnecessary legislation, thereby seriously jeopardizing the possibility of securing much needed relief from excessive taxation;

Now, therefore, be it resolved, by the Texas Grain Dealers Association, that we express our most hearty approval of the action of the President in vetoing said Bonus Bill, and that we express our most vigorous and severe condemnation of the action of our senators and the representatives who voted to override the veto of this bill by the President; and

Be it further resolved, that a copy of this resolution be forwarded by our secretary to the President of the United States and a copy to our two Texas senators and each Texas representative in Congress.

Whereas, the rate situation, so vital to the welfare of the grain trade and of such tremendous importance to our great state and section, is so complicated and diversified that the inexpert, or otherwise employed, are incompetent to cope with the conditions confronting us; and

Whereas, the Texas Industrial Traffic League, recently organized and equipped to meet the emergency,

is the logical agency for the protection of the interests of the grain trade of this state.

Therefore, be it resolved: That this Association command to its Executive Committee the advisability of constituting F. A. Lefringwell, traffic manager of the Industrial Traffic League, the representative in all rate matters affecting the membership and interests of the Texas Grain Dealers Association, under the supervision and direction of the said Executive Committee, and that this Association contribute the amount requested, \$1,200 annually, to the maintenance and support of the Texas Industrial Traffic League and to meet this contribution the Executive Committee be and is hereby instructed to levy an assessment, ask for contributions, or use any other method their judgment suggests, for the discharge of the above named financial obligations to the League.

Whereas, the country is now confronted by another attempt of national labor leaders to jam through Congress a bill designed to abolish the Railroad Labor Board and to forever establish the closed shop in the railroad industry, and

Whereas, we have a distinct recollection of the methods employed to accomplish the enactment of the Adamson law, which added hundreds of millions of dollars to our annual freight bill, without a corresponding benefit to labor in general, therefore, be it

Resolved, That we emphatically declare all such methods as unpatriotic and un-American, and denounce the Howell-Barkley bill as class legislation of the most obnoxious character, against which our association will forever stand. And be it further

Resolved, That in our judgment the Transportation Act of 1920 should be let alone until there is justifiable reason for its amendment. Under the administration of this law we have enjoyed satisfactory transportation service and at such rates as are consistent with the operating expenses of the railroads. It is our firm belief that the way to get lower freight rates is to permit the carriers such freedom from unwise restrictions as will enable them to improve their property and increase their capacity for service, thereby making it possible to bring about further economies in operation.

A resolution was also adopted in memory of the late Levi G. Belew, who had been an active and popular member of the Association. The customary resolutions of thanks to the local organization for entertainment features were also recorded.

## OHIO FARMERS GRAIN DEALERS MEET

The Ohio Farmers Grain Dealers Association held its annual meeting on May 20 at Toledo, Ohio, with about 35 managers in attendance. D. J. Lloyd of Waterville was re-elected president and E. T. Dickey of Jewell first vice-president.

## ANNUAL MEETING OF OKLAHOMA GRAIN DEALERS

The Oklahoma Grain Dealers Association opened its annual meeting on May 20, in Oklahoma City. E. S. Bouldin, president, said in his opening address that he believed that some good lessons had been learned under the stress of the last few years, that individuals had learned to curtail expenses, and the people as a whole were fast learning to demand that public expenses be curtailed too. He said that by these economies and by thrifty habits, which had of late been a necessity, we have been forced in recent times to lay a foundation for a new prosperity which is sure to come. He went on to say:

"I believe there is a place for the efficient grain dealer in every community that grows grain for the market. I believe that we will continue to have these grain dealers to perform a service that they perform more economically than it can be done by any other agency. Other systems of handling grain have been tried, and will be tried, but in the end the agency that handles the grain in the most efficient and economical way is the agency that will survive. This is simply a case of the survival of the fittest. If you are the efficient grain dealer you should be, you will survive and your community will render you the compensation you deserve."

C. F. Prouty, secretary, then spoke and gave his annual report. He covered the subject of pending legislation in a general way and pointed out the pitfalls involved in the proposed McNary-Haugen bill.

Charles D. Morris made an address on behalf of the Western Railway Committee, calling attention to the fact that railway taxes have increased from \$198 a mile in 1892 to \$1,430 a mile in 1923, and pointed out that pending legislation such as the Howell-Barkley bill would only to serve to increase the burden, and make a decrease in rates still more remote.

The Oklahoma grain dealers and millers tendered the visiting dealers a banquet at the Skirvin Hotel, and local talent from the Kansas City Board of Trade assisted in the entertainment.

The chairman of the Nominating Committee, R. E. Nelson, of Clinton, presented the following ticket, which was declared unanimously elected: President, E. S. Bouldin, Muskogee; vice-president, L. O. Street, Woodward; secretary-treasurer, C. F. Prouty, Oklahoma City; and for directors, M. E. Humphrey, Chickasha; C. W. Goultry, Enid; F. Straughn, Oklahoma City; P. G. Newkirk, Clinton; F. R. Milburn, Fairland. The new Arbitration Committee is to consist of W. F. Clemons, chairman, Marshall; McKinley Miller, Perry; D. J. Donahue, Jr., Ponca City; and member Tri-State Appeal Board, W. M. Randels, Enid.

NATIONAL SCALE MEN HOLD  
ANNUAL MEETING

An unusually large attendance marked the opening of the ninth annual meeting of the National Scale Men's Association, at the Curtis Hotel, Minneapolis, Minn. Recent increases in membership combined with a notable interest in the affairs of the Association by its members produced a very well attended series of sessions. The scale exhibits in the lobby were more numerous and had more variety than generally displayed.

The meeting was called to order by President J. A. Schmitz on June 10, and after he had completed



THREE WEIGHMasters IN ATTENDANCE  
M. H. Ladd, Milwaukee, J. A. Schmitz, Chicago, H. A. Juneau,  
Superior

his preliminary remarks the meeting was addressed by F. W. Matson, a member of the Minnesota Railroad and Warehouse Commission.

An address was delivered the same afternoon by C. C. Neade, of the Toledo Scale Company, on "Development of Weight Recording Devices." Other topics of interest included talks on the merits of two-section track scales, theory and practice in heavy scale design, scale tests and inspections, and many other important features.

W. E. Thompson, supervisor of scales for the State of Minnesota, made an address on "Weighing Conditions and Weighmen versus Good Scales." He said that good weights might be obtained over a poor scale on a good foundation, predicated on two major suppositions: First, that the operator of such a machine is careful, intelligent and scrupulously painstaking in his work; and, second, that either he or someone for him keeps the machine in a clean and well maintained condition. It must be free from dirt, rust and the parts must be kept reasonably well in place.

He went on to say that a good scale, on a good foundation is no assurance that accurate weights in its operation will result. If the operator be indifferent to certain features, regardless of how fine the installation may be, how adequate the foundation of the scale, good weights from such a machine will not be regularly obtained. Among these factors, Mr. Thompson named: dirt in the scale pit, in the scale bearings, around the pivots, and on the levers; if there be repeated failure to daily examine the scale and all of the facilities, in the case of grain hopper scales, attendant upon the delivery of grain to the scale; if the beam is yanked sideways in the printing of the ticket, or for other reasons; if buckets from the belt, sticks, strings or other obstructions accumulate in the garners; if garner slides and garners are not kept free from leaks. He also mentioned among these features lax methods employed in operating, in balancing the beam and other essential elements; possibility of the operator snubbing cars on track scales by the use of sticks, or violent bumping of cars off the scale; and sustained and repeated failure to balance the beam, daily or at every opportunity.

Some very detailed data was given by H. J. Frerichs, of the Northern Pacific Railway on "Grain Claims." In the conclusion of his speech, Mr. Frerichs said:

"In summing up the situation, it appears conclusive that the chief cause of wrong weights is due to the human element and not to the weigh-

ing machines themselves; that this man failure is 95 per cent negligence that can be corrected, and by reason of the neutral position of this Association as between shipper, receiver and carrier, upon you gentlemen rests the burden of educating the scale users."

Other addresses were given that called for special attention; but due to lack of space these and the text of some already referred to will be published in our next issue. The meeting was one with an unusual number of such papers and they commanded considerable interest.

The Wednesday session included a luncheon at the Curtis Hotel, in connection with the Minneapolis Civic and Commerce Association.

After the luncheon delegates and visitors were guests of the Minnesota Association of Inspectors of Scales and Measures, and went on a drive to points of interest in the vicinity of the Twin Cities. After the drive there was a picnic lunch at Lake Minnetonka. The festive interlude met with much enthusiasm on the part of the members, and the picnic was a very successful part of the entertainment.

The convention committees appointed at the opening of the session included the following:

Resolution Committee: C. C. Neale, E. C. Jackson, and H. B. Glaze.

Nominating Committee: W. E. Thompson, B. B. Gordon, and C. G. Stoddy.

A brief executive session was held June 12 to close the convention, and P. D. McFarlane, of Minneapolis was elected president to succeed J. A. Schmitz. Chas. Bruning was elected vice-president, and A. G. Zeibel, of Dallas, Texas, was re-elected secretary and treasurer.

The vacancy created on the Executive Committee by the election of P. D. McFarlane as president was filled by W. E. Thompson, of Minneapolis.

INDIANA DEALERS' MIDSUMMER  
MEETING

On June 27, the mid-summer meeting of the Indiana Grain Dealers Association will be held at the Board of Trade, in Indianapolis. The plans and program have been in the process of preparation for some time, and Secretary Riley says that the session is being looked forward to as both profitable and entertaining. A good attendance is expected.

HAY DEALERS TO HAVE FULL  
PROGRAM

A full and interesting program has been arranged for the thirty-first annual convention of the National Hay Association which will be held at Hotel Breakers, Cedar Point, Ohio, on July 1, 2 and 3. One of the outstanding features, says Secretary J. Vining Taylor, will be a thorough discussion of Federal hay grades. The Association has never gone on record as favoring the present Federal grades, although it has worked in co-operation with

the hay men following the annual banquet on the subject "Reforming the Reformer." This has become a tremendous problem, even to talk about, but Judge Baggott is not only a wonderfully magnetic speaker, but has become a national figure because of his work in the courts of Ohio, and what he will have to say on his chosen subject will of itself justify the trip to Cedar Point.

The program in itself would justify every hay man taking a few days off to attend but even if the program were negligible, Cedar Point has gained a reputation as a summer resort and the entertainment available there would make it worth while to come.

## CONVENTION CALENDAR

June 16-17. Wholesale Grass Seed Dealers Association, Drake Hotel, Chicago.

June 18-19. Ohio Grain Dealers Association, Lima, Ohio.

June 18-20. American Seed Trade Association, Drake Hotel, Chicago.

June 20-21. Northwestern Grain Dealers Association, Glacier National Park, Mont.

June 27. Midsummer meeting of the Indiana Grain Dealers Association, Board of Trade Building, Indianapolis.

July 1-2. National Hay Association, Cedar Point, Ohio.

September 22-24. Grain Dealers National Association, Hotel Gibson, Cincinnati, Ohio.

PANHANDLE DEALERS HOLD  
ANNUAL MEETING

Over 100 dealers attended the meeting of the Panhandle Grain Dealers Association on May 19, at Amarillo, Texas. At this, the tenth annual meeting, a number of addresses were made, outlining existing conditions and calling attention to future prospects.

The election of president resulted in placing E. N. Nobles, of Tulia, in the chair. The other officers elected included Lester Stone, of Amarillo, vice-president; J. N. Beasley, of Amarillo, secretary; and as members of the Arbitration Committee, W. A. Barlow, Amarillo; E. W. Harrison, Hereford; H. L. Kearns, Amarillo; and to the Board of Directors, R. L. McClellan, Spearman; D. I. Barnett, Miami; Harry Stiver, Waco; Ray Ayres, Plainview; and E. G. Shuhart, Dalhart.

A number of important matters to be brought to the attention of the state convention were considered and discussed in a preliminary way.

## OHIO DEALERS PLAN MEETING

The forty-fifth annual meeting of the Ohio Grain Dealers Association will be held at Lima, Ohio, June 18 and 19. In extending an invitation to all dealers in the state, Secretary J. W. McCord says: "Lima is located in the center of the grain trade



MINNESOTA SCALE INSPECTOR'S OFFICE, MINNEAPOLIS  
Frank Klentrup; P. O. McFarlane, president-elect of the Scale Men's Association; W. E. Thompson; J. R. Methven.

the Department of Agriculture for the establishment of satisfactory grades. The problem of hay transportation by rail will be given serious consideration at the convention.

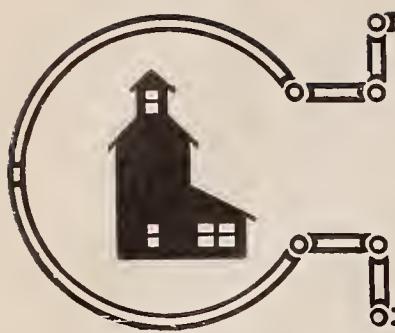
The opening day of the convention will be devoted largely to the presentation of reports of officers and committee chairmen, with President D. S. Mullally, of St. Louis, directing the program. Among the speakers not directly connected with the hay industry, who will also address the convention are Congressman Vestal of Indiana, who will talk authoritatively on "Uniformity of Weights and Measures"; W. E. Murphy, assistant secretary, Horse Association of America, who will talk on "Horse Sense"; and J. F. Utley, Capac, Mich., who will speak concerning "Troubles" of one kind and another. Judge Roland W. Baggott, of the Court of Domestic Relations, Dayton, Ohio, will address

of Ohio—it is easily accessible by steam and interurban lines; improved highways in all directions for auto transportation.

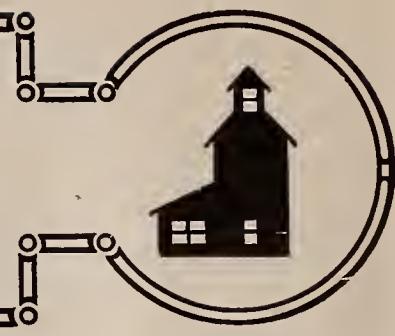
"We will have a full and interesting program including a Fellowship Six o'Clock Dinner Wednesday, on which occasion will be some stunts by our own talent. We will have with us old and new faces, prominent in their lines of occupation: Eikenberry, Jenkins, Sandles, Cummings, Tanner, Riley, Quinn, Watkins, Lloyd, Garver, and other new ones, including Arnot, Cable, Fitzgerald, Hartman.

"Tune up—we will sing the old songs—Bill Cummings at the piano—Fred Mayer and Frank Tanner will set the pitch.

"Please be with us; bring a farmer friend with you, your presence will mean much for your self and your neighbor dealer."



# ELEVATOR AND GRAIN NEWS



## MINNESOTA AND WISCONSIN

The business of L. Carstens at Potter, Wis., has been sold to Wm. Larch who took possession June 1.

A Fairbanks Registering Beam Scale has been installed in the elevator of the Farmers Independent Elevator at Russell, Minn.

The Farmers Co-operative Elevator Company of Cottonwood, Minn., has installed a pneumatic dump in its elevator and done other repair work.

The elevator of the Wanda Elevator Company at Wanda, Minn., is being operated by Albert Spalding, formerly owner of the elevator there which burned last year.

Capitalized at \$10,000, the Otisco Livestock & Grain Association was organized at Otisco, Minn., to conduct a grain elevator, flour and feed and cereal mills.

A pneumatic dump, distributor and other machinery have been bought by the Farmers Co-operative Elevator Company at Sanborn, Minn., for their elevator. The elevator, warehouse and other buildings have also been painted.

The Star Elevator of J. L. Parchman at Black River Falls, Wis., has been sold to Walter Chenoweth of Hixton, who took immediate possession. Mr. Parchman has been in business for 20 years. Mr. Chenoweth will operate the plant next fall, and in the meantime has secured Andrew Mitchell to conduct it.

The following Minnesota companies have installed Strong-Scott Pneumatic Dumps: Farmers Elevator Company, Lafayette; Clarkfield Farmers Elevator Company, Clarkfield; Farmers Co-operative Elevator Company, Cottonwood; Jacob Geib, Gaylord; Belview Farmers Elevator Company, Belview; A. O. Radke, Le Sueur Center; Sanborn Farmers Co-operative Elevator Company, Sanborn; C. E. Peterson, Gaylord; Canby Farmers Grain Company, Canby (two); Farmers Elevator & Supply Company, Canby.

## IOWA

An addition has been built to the elevator of A. Humeston & Sons at Humeston, Iowa.

Capitalized at \$25,000, the Farmers Elevator Company has been incorporated at Turin, Iowa.

The Iowa Railway & Light Company has completed its new 15,000-bushel sheller plant at Toledo, Iowa.

John Foley of Nichols, Iowa, has bought the grain elevator there for \$22,500. He took possession June 1.

Stockdale & Hankins of Cloverdale, Iowa, have purchased and installed a Strong-Scott Pneumatic Dump.

The elevator of W. B. Dunkelbarger at Nevada, Iowa, has been leased to the Clark Brown Grain Company.

A new warehouse is being built for the Farmers Elevator Company at Allison, Iowa, to house millfeeds, salt, etc.

Lawrence Foley's grain elevator at Nichols, Iowa, has been bought by John Foley for \$22,500. He took possession June 1.

To handle grain, coal, lumber, etc., the Farmers Elevator Company has been incorporated at Vinton, Iowa, capitalized at \$20,000.

The Lamson Bros. have taken over the Tracy & Nelson Grain Company at Storm Lake, Iowa. C. Nelson is manager; Roy Larson will be the operator.

A large brick office building and storage house is to be built at Cumberland, Iowa, for the Farmers Co-operative Company. Cecil H. Spencer is manager.

D. J. De Beer is building an addition to his elevator at Spirit Lake, Iowa, to house a new Monarch Ball Bearing Attrition Mill for grinding feeds of all kinds.

E. R. Rising has resigned as manager of the Farmers Elevator Company at Hobarton, Iowa. He has bought a house at Algona and will operate there.

A new concrete elevator, recently erected at Des Moines, Iowa, for the Iowa Corn Products Company, has been bought by the Taylor & Patton Company.

H. O. Holley has bought the elevator of Gilchrist

& Co., at Ossian, Iowa. He will add coal bins to the property and operate with H. L. Bothel as manager.

C. E. Lowry & Sons have bought James Burnight's and T. L. Burnight's elevator at Westfield, Iowa, and will take possession July 1.

The Manilla Grain Company of Manilla, Iowa, is installing a feed grinder in its elevator and has built new office and warehouse for flour and feed.

G. M. Crosby of Tipton, Iowa, is overhauling his elevator and installing a 24-inch Monarch Attrition Mill, as well as scalping shoe, and the cupola is being raised.

The elevator of F. H. Culbertson at Carroll, Iowa, including the grain, feed and coal business, has been bought by H. J. Mighell of Lake City. Possession was given June 1.

## THE DAKOTAS

The Finch Grain Elevator at Ipswich, S. D., has been sold by John Owen to H. A. Stevens.

The Nelson Grain Company has closed the Snyder Elevator at Nunda, S. D., for the rest of the season.

Machinery for handling corn on the cob is to be installed by the Star Elevator Company of Vashon, N. D.

The Lybeck Grain Company at Aurelia, N. D., which succeeded the Farmers Elevator Company, is now closed.

An all steel modern dump has been bought for the Beresford, S. D., elevator of the J. J. Mullaney Grain Company.

Electric power has been installed in both of the elevators of the Astoria Farmers Elevator Company at Astoria, S. D.

The Minnekota Elevator Company has let the contract for building a new elevator at Norma, N. D., replacing the one which burned.

W. T. Pederson is succeeded as manager of the elevator of the Roslyn Farmers Elevator Company of Roslyn, S. D., by Wm. Reinstra of Watertown.

Capitalized at \$10,000, G. W. Streeter, J. Harvey Johnson and Homer Collins have incorporated at New Rockford, N. D., as the James Valley Grain Company.

The elevator at Edgemont, S. D., has been bought by Frank Downey and J. John Modde. They will operate it in connection with a general grain, flour and feed business.

A. Zorba, Zella E. Zorba and Joseph Kulbany have incorporated at Herrick, S. D., as the A. Zorba Land & Grain Company. Its capital stock is \$5,000. The company is the successor to the Farmers Co-operative Grain & Livestock Association.

The following Dakota companies have bought Strong Scott Pneumatic Dumps recently: Casselton Elevator Company, Casselton, N. D.; International Elevator Company, Glasson, N. D.; Ypsilanti Farmers Elevator Company, Ypsilanti, N. D.; Powers Elevator Company, Windsor, N. D.; and Farmers Elevator Company, Linton, N. D.

## WESTERN

The plant of J. E. Fox at Wibaux, Mont., has been bought by the Occident Elevator Company.

The Farmers Elevator of Sterling, Colo., has been sold to the J. K. Mullen interests, for \$7,910.

The Montana Elevator Company of Danvers, Mont., has bought a Strong-Scott Pneumatic Pump.

H. G. Ronish has resigned as manager of the Montana & Dakota Grain Company of Coffee Creek, Mont.

Capitalized at \$50,000, the C. C. Stafford Milling & Warehouse Company was incorporated at El Monte, Calif.

The plant of the Snell Mill & Grain Company at Vona, Colo., is to be improved and equipped with a new engine.

A grain warehouse with capacity of 10,000 sacks of grain is to be built at Ramona, Calif., by J. L. Brooks of Hawley & Brooks.

The Paul Produce & Storage Company is now operating the business and warehouse at Paul, Idaho, formerly conducted by the Paul Mill & Elevator Company, which has gone out of business.

The elevator at Joplin, Mont., has been bought by the Equity Co-operative Association who has been using the elevator since its own burned in January.

G. S. Melone and John M. Perry have dissolved the partnership under which they have been conducting a grain, hay and commission business at Stockton, Calif., and Mr. Melone succeeds to the business.

Lee L. Hershberger has bought the interests of the Oregon Milling & Warehouse Company at Independence, Ore. The property includes a 100-barrel mill, 80,000-bushel grain elevator and a feed mill.

Capitalized at \$50,000, the B. L. Slack Grain Company has been incorporated at Ogden, Utah. B. L. Slack is president; Joseph E. Crompton, vice-president; Edward P. Smyth, secretary and treasurer of the firm.

A warehouse is to be built at Armstrong (Pullman p. o.), Wash., replacing the one which burned on April 12. It will cost \$7,000 and has capacity of 200,000 bushels. It is being built for the Pacific Coast Elevator Company.

The Spreckels Company has not bought the grain, feed and poultry supply business of Irwin & Co., at San Diego, Calif., as was first reported. The Irwin company has been in operation for 35 years and will continue to operate the business.

A 25,000-bushel elevator of cribbed ironclad construction is to be built at Arapahoe, Colo., for the Summit Grain Company. The power is to be furnished by a 15 horsepower type "Z" Fairbanks Morse Engine. There are also to be installed a six-bushel Richardson Automatic Scale, 600-bushel Eureka Cleaner, 2,000-bushel elevator leg, truck dump and 10-ton Howe Truck Scale.

C. B. Buchanan & Co., of Hillsboro, Ore., an old firm in that territory, has been dissolved and two new firms are being formed in its stead. The Buchanan-Cellars Grain Company and the C. B. Buchanan Grain & Feed Company succeed it. C. B. Buchanan, A. C. Cellars, G. P. Lindsey, F. B. Siegrist, A. K. Reynolds and R. W. Kreitz are interested. The grain and feed company takes over the plants at Hillsboro and North Plains, and the Buchanan-Cellars company that at McMinnville. The Cornelius plant of the old company will be operated independently.

## ILLINOIS

The Farmers Elevator at Williamsville, Ill., has been repainted.

The Farmers Elevator Company of Martinton, Ill., has gone out of business.

The Farmers Elevator of Manteno, Ill., has installed a 10-ton Fairbanks-Morse Scale.

The Reichert Milling Company of Freeburg, Ill., is building a 70,000-bushel elevator at Belleville.

Extensive repairs are to be made to the elevator of F. E. Davidson and J. A. Kadel at Rock Falls, Ill.

A fuel and grain warehouse costing \$20,000 is to be erected at Rockford, Ill., for the A. L. Bartlett Company.

The Farmers Elevator Company of Mazon, Ill., has let the contract for a new ironclad siding for their elevator.

The old house of the Farmers Elevator Company at Bowen, Ill., is to be improved and equipped with new machinery.

Paul H. Applegate has succeeded V. A. Horney as manager of the Farmers Grain & Supply Company of Littleton, Ill.

The F. C. Bollman Elevator and Coal Chute at Manlius, Ill., has been bought by the Manlius Grain & Coal Company.

Fred Muntman is succeeded as manager of the elevator of the Farmers Elevator Company at Chapin, Ill., by Claude H. Jewsbury.

Morgan & Son and Prettman & Carter each of which have been conducting a grain business at Rossville, Ill., have consolidated and will be known as the Rossville Grain Company, Inc.

Work has been completed on the new 15,000-bushel elevator at Walnut, Ill. It is located on the site of the one which burned a year ago.

A. A. Funk has resigned as manager of the elevator of the E. G. Coons Grain Company at St. Joseph, Ill., and is succeeded by Mr. Chase of Deland.

The new elevator of the Carlock Farmers Elevator at Carlock, Ill., is practically completed. It contains two stands, 5,000-bushel elevator capacity per hour, truck lift dumps, Richardson Patent Au-

tomatic Scale, and Fairbanks Morse Wagon Scale. The elevator contains 11 bins and has a capacity of 40,000 bushels.

The Burt & Richmond Grain Company, which has plants at Burt Siding and Richmond Station, Ill., with headquarters at Armington, has increased its capital stock from \$21,000 to \$50,000.

The Cleveland Grain & Milling Company of Cleveland, Ohio, is to close its elevator at Sheldon, Ill., which has been in operation for years. High freight rates was given as cause of closing down.

Repairs are being made to one of the buildings of the F. E. Davison and J. A. Kadel, owners of the grain elevator at Rock Falls, Ill., in order to expand their business. They will add an implement line.

L. E. Kincaid, W. E. Henry and S. T. Stanard have incorporated at Springfield, Ill., as the Model Flour & Feed Company to deal in and manufacture grain, flour, grain products, feedstuffs, etc. Its capital stock is \$10,000.

The Farmers Co-operative Elevator Company of Denver, Ill., has let the contract for a 10,000-bushel elevator, ironclad. It will be equipped with truck dump for handling wheat, and one leg with 9x6 V buckets. The installations will include electric power.

A new grain and seed building is to be erected at Morris, Ill., for the Morris Grain Company taking the place of the one which burned a short time ago. It will be erected close to the elevator of the company and will be ready for business by the middle of June.

The 40,000-bushel elevator of the Grussing Grain Company at Royal, Ill., is being overhauled and equipped with a 5,000-bushel leg with V buckets, truck dump, 20-horsepower Fairbanks Type "Z" Engine, and the house is being covered with galvanized roofing and siding.

The Farmers Terminal Elevator & Commission Company has filed articles of incorporation at Peoria, Ill., capitalized at \$500,000. The company will operate and maintain the elevator at East Peoria formerly owned by the defunct Conover Grain Company of Peoria and Springfield.

Everett E. Hamman on May 15 bought the Hayward Bros. Elevator at Cooksville, Ill. With this sale, the Hayward Bros., the oldest grain firm on the Illinois Central, having been in business for 40 years, goes out of business. C. A. Burks closed the deal. The elevator is a 40,000-bushel house with brick engine house, and modern equipment. S. A. Hayward will retire to his farm at Cooksville and J. Hayward has moved to Lexington, Ill.

#### EASTERN

To handle grain, flour, feed, etc., Brackett & Russell Company has been incorporated at Norridgewock, Maine. Its capital stock amounts to \$25,000.

The Philadelphia Grain Elevator Company which is operating under lease the Bergdoll Elevator, Philadelphia, Pa., expects to rebuild its elevator which burned.

A full line of hay, grain, flour and feed is to be handled by the Woodville Feed & Supply Company at Woodville, Pa. The company is operating in the Joseph Campbell Mill.

Capitalized at \$10,000, the Standard Hay & Grain Company has been incorporated at Providence, R. I. L. Loeber, David Loeber, Irving M. Loeber and Charles J. Sutley are interested.

Articles of incorporation have been filed by L. I. Patten, L. G. Irwin and H. L. White at Burlington, Vt., to do a hardware and wholesale and retail grain and feed business. The firm is capitalized at \$50,000.

Meehan & Knorr, Baltimore, Md., has been liquidated and Frederick M. Knorr, one of the partners of the old grain and feed firm, will be associated with Sam'l J. Diggs & Son, well known grain, hay and feed distributors of this market.

The elevator of the Frederick County Farmers Exchange of Frederick, Md., which burned is to be rebuilt. Plans are being prepared by M. A. Long Company of Baltimore, Md. J. H. Gambrill, Jr., is treasurer and manager of the company.

The property of the Knight Grain Company at Central Wharf at Newburyport, Mass., has been bought by the D. Cashman Hardware Company. It will take possession June 1. Improvements will be made and new machinery installed. The Cashman company is now handling grain and feed at the Johnson Educator Company. This will be transferred to the Knight property.

#### MISSOURI, KANSAS AND NEBRASKA

A new elevator is being erected at Wichita, Kan., for the Red Star Milling Company.

The Dewey Mercantile Company has taken over the Gus Oswald Elevator at Cheney, Kan.

R. P. Lewer is manager of the Crowell Lumber & Grain Company of Newman Grove, Neb.

The elevator of the Farmers Co-operative Association at Mayetta, Kan., is being remodeled and

equipped with corn sheller, ear corn conveyor, feed grinder, dump lock and car loader.

John I. Nolte has bought the elevator of the Farmers Elevator Company at Baileyville, Kan.

S. L. Gamble has bought Tom Brown's interest in the Farmers Elevator Company at Elkhart, Kan.

A new leg and a dump are being installed in the plant of the Farmers Elevator Company at Carlton, Neb.

Capitalized at \$10,000, the Farmers Co-operative Elevator Association has been organized at Buffalo Park, Kan.

The elevator of the Oswald Grain Company at Bazine, Kan., has been bought from the trustee by Martin Cornelsson.

The elevator of the Mid West Grain Company at Malloy (Belpre p. o.), Kan., has been bought by A. M. Long of Belpre.

The elevator of the Southwest Grain Company at Englewood, Kan., is being operated by the Lewelling Grain Company.

The Humboldt Elevator Mills, Humboldt, Kan., will rebuild its elevator which burned May 3. The loss incurred was \$4,500.

H. A. Kepler is succeeded as manager of the elevator of the Nye-Schneider-Jenks Company at Anselmo, Neb., by M. M. Kepler.

The plant of the Potter Grain Company at Potter, Neb., has been bought by the Home Lumber Company who took possession May 1.

The 10,000-bushel elevator of the Co-operative Exchange at Arlington (Sego p. o.), Kan., is to be ironclad and provided with a metal roof.

The electric light and power plant of the Plainville Mill & Elevator Company at Plainville, Kan., has been bought by the Kansas Power Company.

The elevator of the Farmers Co-operative Company at Whiting, Kan., is being remodeled and equipped with ear corn conveyor and Western Corn Sheller.

The elevator of the Nebergall Grain Company at Moundridge, Kan., has been bought by the Farmers Grain Company. Lee T. Stucky will retain his position as manager.

The elevator and mill of the Jaeggi Bros., proprietors of the Elevator Roller Mills, at Columbus, Neb., have been closed. The 300-barrel mill has not been in operation for more than a year.

The elevator of the Derby Grain Company at Oneida, Kan., has been sold to the Wood Grain Company which now has two elevators there. R. B. Wood is proprietor of the Wood company.

The Exchange Elevator at St. Louis, Mo., has been withdrawn as regular under the rules of the Merchants Exchange. J. J. Albrecht is manager of the elevator.

The Wilmore, Kan., elevator of the W. R. Johnston Grain Company of Coldwater, Kan., has been sold to the Bowersock Mills & Power Company of Lawrence, Kan.

A warehouse 20x100 feet is to be built to the elevator of the J. S. Klingenbergs & Son Company at Aullville, Mo. Other repairing is also to be done this summer.

The old engine of the Gerady Grain & Livestock Company of Gerady (Hanover p. o.), Kan., of which R. Cole is manager, has been replaced with a new one.

The old elevator of the Consolidated Elevators at Plevna, Kan., is being replaced with a new one of 14,000 bushels' capacity. The new plant will be equipped with a truck dump and a manlift.

An office has been opened in the elevator of the R. V. Seward Grain Company at Carrollton, Mo., and the downtown office has been closed. F. J. Lenz has succeeded Edwin Gray as manager.

The Penalosa, Kan., elevator has been bought by Earl Simmons who has been manager of the Farmers Elevator at Penalosa since last fall when it was bought by the Brown Spur Grain & Mercantile Company.

Considerable repair work and general overhauling has been done to the property of the Lincoln Grain Company of Lincoln, Neb. The company has also increased its handling capacity from 28 to 40 cars per day.

The Veninga-Newell Grain Company has been organized at St. Louis, Mo., capitalized at \$100,000. The company will operate the Belt Elevator. Joseph Newell is president and G. A. Veninga, vice-president of the firm. They will begin operations about July 1.

William H. Smith and Hilbert Kaufman have bought the assets of the Stevens-Scott Grain Company of Wichita, Kan., from A. S. Barr and took possession May 15. Grain elevators at Aulne, Seward, Orsemus, Ransom, Healy and Leota, Kan., were included in the transaction.

Work has been started on the new 25,000-bushel, ironclad elevator of the Lemon & Barbee Grain Company of Sublette, Kan. It is to be equipped with a 15-horsepower type "Z" Fairbanks Engine,

10-ton Howe Truck Scale, truck dump, a 1,000-bushel Eureka Cleaner, 2,000-bushel elevator leg and six-bushel Richardson Automatic Scale.

A new building is being erected for the Holt Grain & Supply Company at Plattsburg, Mo., adjoining its elevator property. New rooms will be used for poultry, produce and cream testing departments of the business.

The retail coal business of the Farmers Grain & Supply Company at St. Paul, Neb., has been sold to Louis Puncochar who has been second man in the elevator for some time. F. E. Pope has resigned as manager and leaves July 1.

#### OHIO AND MICHIGAN

The Swift Grain Company of Detroit, Mich., has been dissolved.

The Sneath-Cunningham Company will operate the elevator at New Winchester (Bucyrus p. o.), Ohio.

Capitalized at \$40,000, the Chesaning Farmers Elevator Company has been incorporated at Chesaning, Mich.

H. P. Ford is now manager of the Central Erie Elevator & Supply Company at Prout's Station (Sandusky p. o.), Ohio.

The Newcomerstown Elevator Company has bought the elevator of the Farmers Elevator Company at Newcomerstown, Ohio.

The Genoa Farmers Exchange Company of Genoa, Ohio, is installing a 30-horsepower motor in its place at Millbury, Ohio, replacing the old gasoline engine.

The White Bros. of Scotts, Mich., have announced that they will discontinue their elevator business and devote their time to the carlot hay, grain, coal and coke business.

A new elevator is to be built at Ohio City, Ohio, for the Krugh Bros. John Roush has the contract for the elevator which will be modern in equipment.

The old Wannemacher Elevator is being moved from Ottoville to Muntanna (p. o. Cloverdale), Ohio, by the Odenweller Milling Company of Ottoville.

The elevator at Newcomerstown, Ohio, has been bought from the Canton Mill & Feed Company by J. S. Barnett, F. W. Schwab, E. B. Chapman, Albert Zimmerman and Elmer Portz.

The Deshler Farmers Elevator Company has let the contract for its new elevator at Deshler, Ohio, to the Reliance Construction Company. This will be an up-to-date country elevator and will be equipped with two shellers, two cleaners and a Randolph Direct Heat Grain Drier.

C. A. Hiegel is going to do some repairing to its elevator at Leipsic, Ohio, which he bought of G. D. Cruickshank in November. He is installing a new 25-horsepower steam engine, No. 2 Sidney Combined Sheller and Boot; building two new legs and new foundation and two new pits. A concrete basement is being put in.

#### INDIANA

The Burnettsville Elevator Company of Burnettts Creek, Ind., has installed a motor replacing the old steam plant.

A. P. Guise has sold his elevator at Deedsville, Ind., to Wm. T. Allen and Wesley Mantle of Yellow Springs, Ohio.

The Farmers Elevator at Marion, Ind., has been bought by A. W. Maegerlein. He will handle grain, flour, feed and coal.

A 35-horsepower engine is to be installed at Belshaw (Schneider p. o.), Ind., for the Belshaw Farmers Elevator Company.

The old steam power plant of the Stevenson & Bergen Grain Company at Cyclone, Ind., is to be replaced with a motor.

The elevator capacity of Theodore Reed & Sons at Farmer, Ind., is being increased by the addition of two crib bins and a cement dump.

The Union City Elevator and Mill at Bunker Hill, Ind., has been bought by Guy Kepner. He traded his seed house and farm for the property.

J. E. Kelley has bought the elevator at Mt. Vernon, Ind., formerly owned by the American Hominy Company. The purchase price was \$5,600.

The elevator at Milford Junction, Ind., is to be conducted by Cletus Myers who succeeds Bert Dausman, acting manager since Victor Fuller resigned.

The Arndt Weinkauf Grain Company has bought the elevator of the Hamlet Grain Company at Hamlet, Ind., and now owns both elevators there. They will operate both houses.

Two elevators at Shelbyville, Ind., were sold for the American Hominy Company to Dittimun & Sons and W. S. Snyder. The sale of the other plants has been postponed until June 17.

The Ray & Rice Elevator at Camden, Ind., has been bought by the Urmston Grain Company. The

# THE AMERICAN ELEVATOR AND GRAIN TRADE

Forty-Second Year

Ray & Rice firm bought and handled grain there for 40 years and Mr. Rice, the surviving partner, is in his declining years.

Capitalized at \$30,000, to deal in grain, and conduct an elevator and coal business, the Lake & Reagan Grain Company has been incorporated at Frankfort, r.r. 5, Ind. Lawrence E. Lake, M. Lake and C. A. Reagan are the directors.

## SOUTHERN AND SOUTHWESTERN

G. Black has leased his elevator at Hollister, Okla., to R. T. Brantley.

E. W. Barr is to conduct the grain and feed business of the late J. Denyven at Memphis, Tenn.

An automatic loading scale has been installed by the Farmers Co-operative Exchange of Okeene, Okla.

The El Reno Mill & Elevator Company of El Reno, Okla., has filed a copy of its charter in Tennessee.

The Stevenson Grain & Elevator Company has sold its elevator at Dodsonville, Texas, to Tobe Deahl.

H. O. Rowland, S. B. Everitt and others have incorporated at Carlton, Texas, as the H. O. Rowland Grain Company.

The elevator of the U. S. Strader Grain Company of Amarillo, Texas, at Hoover, Texas, has been sold to Lester Stone & Co.

The partnership of John McDaniel in the House-Hamp Grain Company at Paragould, Ark., has been bought by Mrs. Hattie House.

J. H. Mathis has charge now of the elevator and business of the Billingslea Grain Company of Frederick, Okla., which has failed.

The capacity of the elevator of the Byron Grain Company at Byron, Okla., is being increased and new machinery is being installed.

The elevator at Perryton, Texas, has been bought from the Higgins Grain Company by the Sharon Grain Company of Woodward, Okla.

The capital stock of the Hemphill Grain & Grocery Company of Hemphill, Texas, has been increased from \$50,000 to \$100,000.

A 30-car capacity warehouse has been completed at Comanche, Texas, by Brighton & Sons. They expect to buy and sell grains of all kinds.

The A. Liske Elevator at Spearman, Texas, has passed into the hands of R. L. McClelland. He has been manager of the Equity Exchange there.

C. Taylor, Spencer Taylor and L. Umphress have incorporated at Van Alstyne, Texas, as the Taylor Grain Company. Its capital stock is \$10,000.

A large grain warehouse is to be built at Valley View, Texas, for the Kell & Son Grain Company of Gainesville, Texas. The site has been selected.

The elevator of the Farmers Co-operative Elevator Company of Douglas, Okla., is being covered with iron. An ironclad warehouse is also being built.

The Daniel-Cartner Company has been incorporated at Mocksville, S. C., to conduct a general wholesale, and retail grain and feeding stuffs business.

The capital stock of the Farmers Exchange at Jet, Okla., has been increased to \$15,000. A 10-horsepower motor will be installed. M. M. Church is manager.

C. F. Celke has bought the Drennan Elevators at White Oak and Big Cabin, Okla., and will operate them. He had been manager at Vinita for the Drennan company.

Capitalized at \$10,000, the Lawton Co-operative Elevator Association was incorporated at Lawton, Okla. H. C. McKay, H. D. Farquhar, and E. J. Carlson are interested.

The Loveland Co-operative Elevator Association was incorporated at Loveland, Okla., capitalized at \$5,000. R. P. Amy, C. S. Tindle and I. S. McClelland are interested.

The Giesecke Bros. Company has let the contract at Brenham, Texas, for the erection of a one-story brick store building which when completed will be occupied by the Green Grain Company.

The capacity of the elevator of the Geis-Price Elevator Company at Enid, Okla., has been enlarged so that 20 cars of grain per day may be received and an equal amount shipped out.

The United Grain Stores of Texas and Louisiana has been incorporated with headquarters at Houston, Texas, capitalized at \$20,000. H. Laughlin, May Laughlin and R. W. Spencer are incorporators.

Elevators at Medford, Pond Creek and Renfrow, Okla., have been bought by W. T. Hacker of Abilene, Kan., who has also bought a mill and elevator at Jefferson from the Morrison Bros. The contract has been let for overhauling the mill.

The new elevator of the Fort Worth Terminal Elevator Company at Fort Worth, Texas, will be ready to handle the new crop. The grain elevator has a capacity of 1,750,000 bushels. Its equipment includes Weller Car Pullers, belt carriers, trippers, head, boots, and buckets, four Eureka Compound

Separators, four Carter Disc Separators and Humphrey Continuous Belt Elevator. Three 36-inch rubber belt conveyors will carry the grain to the 36 cylindrical bins and the interstices bins.

There are possibilities that a grain elevator of 2,500,000 bushels' capacity will be erected at Memphis, Tenn. The Mississippi Warrior Service is vitally interested in the project. The plant will cost between \$2,000,000 and \$3,000,000.

Ten cylindrical reinforced concrete tanks have been added to the plant of the E. G. Rall Grain Company at Fort Worth, Texas. The latest addition will increase the storage capacity by 200,000 bushels. The Jones & Hettelsater Construction Company did the work.

## CANADA

The N. M. Patterson Grain Company of Fort William, Ont., has plans under consideration for building a new elevator at Vancouver, B. C.

The National Elevator Company and the Saskatchewan Co-operative Elevator Company will erect two new elevators at St. Walburg, Sask.

A 1,000,000-bushel elevator is to be erected at New Westminster, B. C., by James Richardson & Son of Montreal and Winnipeg. The contract has been let.

The Panama-Canadian Elevator Company has been organized at Vancouver, B. C., to build a 300,000-bushel grain elevator at Vancouver, B. C. Its capital stock is \$25,000.

The Robin Hood Mills, Ltd., of Moose Jaw, Sask., have let the contract to Carter, Halls, Aldinger & Co., of Winnipeg for a large elevator increasing the

capacity of the grain storage to 900,000 bushels. It will be of concrete, reinforced with steel, and will contain 20 large cylindrical tanks and 24 smaller bins with capacity of 500,000 bushels. It will cost \$150,000.

An office has been opened at Vancouver, B. C., for the Premier Grain Elevator Milling Company, Ltd., of Portage La Prairie, Man. L. M. Metcalfe is vice-president in charge.

An addition is being planned for the No. 3 elevator and storage annex to the old Woodward Elevator at Vancouver, B. C., by the Vancouver Harbor Commissioners. The work will cost \$600,000.

Carter, Halls, Aldinger & Co., of Winnipeg, Man., has the contract for the erection of a 400,000-bushel addition to the elevator of the International Milling Company of Minneapolis, at Calgary, Alta.

A 1,000,000-bushel elevator is to be erected at Port Nelson, by the Norman Patterson Elevator Company of Winnipeg, provided the Government will lay the steel and complete the railroad at that point.

A terminal elevator is being built at North Vancouver, B. C., for the Terminal Elevator Company which was recently acquired by Spillers, Ltd., of London. The elevator will have capacity of 2,000,000 bushels.

Major D. E. Treharne, managing director of the Vancouver Terminal Grain Company, Ltd., is to have charge of construction and management of the new elevator at Vancouver. He is son of F. G. Treharne, managing director of the Spillers Milling & Associated Industries, Ltd., of England.

## OBITUARY

ANNANDALE.—Arthur W. Annandale for 29 years associated with Steele, Briggs Seed Company of Toronto, Ont., Canada, died recently.

BERRY.—James Monroe Berry died at Everett, Mass. He was for years in the hay and grain business at Lewis Wharf at Boston, Mass.

BILLINGS.—Shadrack Billings died on May 30, aged 75 years. He was for years in the feed and flour business at St. Thomas, Ont.

BOLAND.—John Boland, treasurer of the H-O Company of Buffalo, N. Y., died aged 67 years at his home there on April 27. His widow and seven children survive him.

BRADENBAUGH.—J. O. Bradenbaugh died recently at Happy, Texas, where he was in the grain and lumber business. He had been president of the Kansas City Board of Trade in 1906.

BROTHERTON.—B. E. Brotherton died on May 20 from heart trouble. He was a well known seedsman of Port Huron, Mich.

BUNKER.—Henry C. Bunker died after an illness of two months on May 1. He was for 21 years chief inspector of the San Francisco (Calif.) Chamber of Commerce Grain Trade Association.

CALDWELL.—Frank C. Caldwell, a director of the Link-Belt Company, died suddenly from heart failure on May 15, while on his way to his bank in Oak Park, Ill. He became vice-president of the H. W. Caldwell & Son Company in 1892, and president in 1908, and continued as such until the firm was bought by the Link-Belt Company in 1921.

CLARKE.—Reuben Clarke died aged 73 years. He was a pioneer elevator man of Buffalo, N. Y., and was formerly superintendent of the Frontier Elevator Company which he helped to build.

COBURN.—Foster Dwight Coburn died on May 11 at Topeka, Kan., aged 79 years. He was former secretary of the Board of Agriculture of the State of Kansas.

DUNLAP.—Merritt S. Dunlap died on May 7 at Batavia, N. Y., aged 66 years. He was a pioneer hay buyer in western New York and was one of the founders of the National Hay Association.

DUFFY.—John Duffy died recently at St. Louis, Mo., aged 104 years. He was at one time in the grain business and was a charter member of the Merchants Exchange.

DUVIGNEAUD.—Justin E. Duvigneaud died aged 77 years at his daughter's home in Minneapolis, Minn. He started in the grain business as a young man in Wisconsin and later came to Minneapolis where he was associated with the old H. Poehler Company. His daughter and one son survive.

EICHLER.—Charles Eichler died recently. He was one of the pioneer feed men of Minneapolis, Minn.

FOSTER.—Frederick M. Foster died suddenly at Chicago, Ill. He had been a member of the Board

of Trade for more than 20 years and was telephone operator of Hulburd-Warren & Chandler, grain commission merchants.

FUSZ.—Louis Fusz, died, aged 85 years, on June 2, at St. Louis, Mo. He was president of the Regina Flour Mill Company of St. Louis, and a member of the Merchants Exchange.

HEILE.—Frank L. Heile, vice-president and treasurer of the Cincinnati Grain & Hay Company, died on May 16 at his home in Covington, Ky., aged 62 years. He had been in the flour, feed and hay business all his life.

JUDD.—William D. Judd died recently. He was for years in the grain business at St. Louis, Mo.

KERR.—J. W. Kerr, proprietor of the feed store at Mt. Sterling, Iowa, died recently of heart trouble.

KIOUS.—J. M. Kious died aged 70 years. He was a pioneer grain dealer of Norcatur, Kan.

MACLEAN.—Andrew MacLean died on May 16 aged 92 years. He was the oldest merchant in Kingston and had operated the first grain elevator in Canada at Kingston, Ont.

MAYBERRY.—J. W. Mayberry died recently at Henrietta, Texas, aged 46 years. He was until recently owner and operator of the Henrietta Mill & Elevator Company.

MCCRORY.—Ralph McCrory, son of John S. McCrory of Decatur, Ind., died at Bluffton following an illness from pneumonia. He was associated with his father in the hay and feed business and conducted a hay business of his own at Bluffton.

MORRISON.—Colin A. Morrison, well known hay and grain dealer and a member of Morrison & Kleinberg, Ellensburg, Wash., died following an operation for appendicitis. His widow, daughter and two sons survive.

OTT.—Henry Ott, engaged in the feed and flour business at Davenport, Iowa, died on May 14. He is survived by his widow, daughter and two sons.

SMITH.—Jack Smith of Longview, Texas, died on May 30. He was manager for years of the East Texas Mill & Elevator Company.

THOMPSON.—Frank Thompson died recently. He was a leading hay shipper of Celina, Ohio, and for years was associated with the Cincinnati Grain & Hay Company.

WHITNEY.—George S. Whitney died on May 13 aged 80 years. He was formerly president of the Whitney Coal & Grain Company, Concord, Mass. His widow, and son, C. Hayden, survive him.

NORTH Manchurian wheat is equal in many respects to American and Siberian wheat. The advent of the Russians greatly stimulated production, mills being set up, both grain and flour being exported to the Russian Far Eastern Provinces. The abrogation of the Free Zone in 1913, according to Government reports, gave the trade a setback, but under the abnormal conditions induced by the war, it quickly recovered.

# THE AMERICAN ELEVATOR AND GRAIN TRADE

843

June 15, 1924

## RECEIPTS AND SHIPMENTS

Following are the receipts and shipments of grain, etc., at the leading terminal markets in the United States for May:

**BALTIMORE**—Reported by Jas. B. Hessong, secretary of the Chamber of Commerce:

Receipts		Shipments	
1924	1923	1924	1923
Wheat, bus...	2,809,346	1,429,820	2,523,329
Corn, bus...	223,776	131,436	233,118
Oats, bus...	359,613	89,317	39,949
Barley, bus...	24,932	16,672	24,934
Rye, bus...	67,132	454,194	112,035
Malt, bus...	15,112	25,936	.....
Buckwheat, bus...	.....	912	.....
Millfeed, tons	858	1,554	9
Straw, tons	205	9	.....
Hay, tons	2,471	1,730	23,495
Flour, bbls...	75,369	117,306	45,926

**CHICAGO**—Reported by J. J. Fones, secretary of the Board of Trade:

Receipts		Shipments	
1924	1923	1924	1923
Wheat, bus...	1,245,000	1,320,000	2,918,000
Corn, bus...	5,018,000	2,844,000	3,035,000
Oats, bus...	4,545,000	4,744,000	4,563,000
Barley, bus...	557,000	502,000	289,000
Rye, bus...	99,000	153,000	83,000
Timothy Seed, lbs.	65,000	398,000	1,221,000
Clover Seed, lbs.	259,000	350,000	332,000
Other Grass Seed, lbs.	453,000	593,000	971,000
Flax Seed, bus.	171,000	50,000	7,000
Hay, tons	13,123	15,363	1,328
Flour, bbls...	899,000	841,000	580,000

**CINCINNATI**—Reported by D. J. Schuh, executive secretary of the Cincinnati Grain & Hay Exchange:

Receipts		Shipments	
1924	1923	1924	1923
Wheat, bus...	456,600	260,400	341,600
Corn, bus...	489,400	333,600	354,200
Oats, bus...	526,000	376,000	178,000
Barley, bus...	1,400	5,200	.....
Rye, bus...	8,400	10,800	4,200
Hay, tons...	8,987	8,800	.....

**DETROIT**—Reported by C. B. Drouillard, secretary of the Board of Trade:

Receipts		Shipments	
1924	1923	1924	1923
Wheat, bus...	80,000	.....	4,000
Corn, bus...	40,000	.....	32,000
Oats, bus...	115,000	.....	35,000
Barley, bus...	18,000	.....	4,000

**DENVER**—Reported by C. B. Rader, secretary of the Grain Exchange:

Receipts		Shipments	
1924	1923	1924	1923
Wheat, carloads	287	225	49
Corn, carloads	362	182	167
Oats, carloads	96	104	82
Barley, carloads	31	15	3
Rye, bus...	6	1	.....
Kaffir Corn, carloads	1	.....	.....
Hay, carloads	89	109	.....

**DULUTH**—Reported by Chas. F. MacDonald, secretary of the Board of Trade:

Receipts		Shipments	
1924	1923	1924	1923
Wheat, bus...	1,757,750	3,074,582	3,866,589
Corn, bus...	483,017	2,989	4,271,386
Oats, bus...	327,663	36,878	1,318,939
Barley, bus...	121,130	156,233	275,622
Rye, bus...	1,717,936	1,201,113	2,878,699
Flax Seed, bus...	359,469	238,008	182,784
Flour, bbls...	704,500	390,445	740,780

**INDIANAPOLIS**—Reported by Wm. H. Howard, secretary of the Board of Trade:

Receipts		Shipments	
1924	1923	1924	1923
Wheat, bus...	230,000	205,000	157,000
Corn, bus...	920,000	1,179,000	818,000
Oats, bus...	734,000	1,020,000	680,000
Rye, bus...	21,000	13,000	11,000
Flour, bbls...	34,072	.....	.....

**KANSAS CITY**—Reported by W. R. Scott, secretary of the Board of Trade:

Receipts		Shipments	
1924	1923	1924	1923
Wheat, bus...	2,636,550	3,091,500	2,891,700
Corn, bus...	1,495,000	1,161,250	1,626,250
Oats, bus...	453,900	622,200	334,500
Barley, bus...	102,000	16,500	99,000
Rye, bus...	7,700	39,600	14,300
Bran, tons...	2,600	3,200	20,160
Kaffir Corn, bus...	273,900	75,900	243,000
Hay, tons...	15,552	11,580	6,840
Flour, bbls...	37,050	63,700	456,950

**LOS ANGELES**—Reported by secretary of the Grain Exchange:

Receipts		Shipments	
1924	1923	1924	1923
Wheat, carloads	185	279	.....
Corn, carloads	120	116	.....
Oats, carloads	14	11	.....
Barley, carloads	85	119	.....
Kaffir Corn, carloads	4	1	.....
Flour, carloads	242	193	.....

**MINNEAPOLIS**—Reported by G. W. Maschke, statistician of the Chamber of Commerce:

Receipts		Shipments	
1924	1923	1924	1923
Wheat, bus...	4,913,140	5,207,720	3,429,690
Corn, bus...	449,200	373,130	1,269,350
Oats, bus...	795,180	721,600	2,559,770
Barley, bus...	682,700	618,000	813,550

# THE AMERICAN ELEVATOR AND GRAIN TRADE

Forty-Second Year

## CEMENT—A PROFITABLE SIDE-LINE FOR GRAIN DEALERS

Preceding civilizations have developed building materials suitable to their own peculiar climatic and other conditions. Thus we find civilization which used stone, brick, adobe, or even skins.

It has been left to modern man to develop a building material which is adaptable to all climates and all conditions. A material which can be easily and economically used with other materials which are to be found in all parts of this country.

The pioneers who first settled in this country and the generations following them using the age old rule of utilizing the first hand building material, turned to lumber and from this built their cities, farms, and homes. Only the greatly diminished supplies of timber, and the tremendous losses from fire and the great maintenance costs have brought the people of this country to realization of the fact that a better material was needed. Concrete has met all requirements of availability, fire-safety and economy and as a result is daily finding new users.

Not only in the towns and cities, where cement in its final form, concrete, finds a thousand uses in our business buildings, homes, factories, street pavements and sidewalks, but in the small towns and on the farm this versatile material is finding a ready and waiting demand. No job from the little milk house to the highway bridge is too difficult for concrete to solve satisfactorily.

The American farmer in his new guise of the businessman-farmer is keen to take advantage of any material which will promote safety, economy, and efficiency on his farm.

Because of the fact that concrete can be successfully used by the careful layman as well as by the trained technical worker, it is finding an enthusiastic booster in the farmer. For the man who likes to build things himself there is much fascination in using concrete and in seeing his plans materialize into permanent farm improvements; while for the man who does not do this sort of work himself concrete affords a medium through which improvements can be quickly and economically made, even by unskilled labor if given some supervision.

Practically any improvement which can be made on the farm can be made easier, and better with concrete. As we travel over the rural roads of the country we are amazed at the changes which have been made within the last few years on the average farm, and in most cases these improvements have been made of concrete.

The farmer's house in days gone by was more likely than not to be a firetrap and lacking in those small conveniences which could not be built of the existing materials. Now the farm home can be made a modern, firesafe, beautiful home through the use of concrete. Life on the farm has been made more pleasant for the farmer but more important still, for the farmer's wife. Through the use of concrete these improvements so long enjoyed by the city women have been brought to the farm, to the betterment of the farm family. Connected to town by the concrete road the farm has been brought into direct contact with modern methods and improvements. In many cases concrete has been the emancipation of the farm woman.

The farm barn, the center of all farm activities, should be an efficient unit of the farm and can only be when it is so constructed as to give the protection and service for which it was intended. Through the use of concrete the animals have been given warm, sanitary quarters which can be easily cleaned daily, and the farmer has been repaid many times over in the increased efficiency of his farm animals.

The hay which used to be a constant source of fire hazard can be made fire-safe through the use of concrete and the ever present danger from disastrous fire on the farm minimized. Grains, if binned in the main barn, harness, implements, and all tools which are stored in the barn are given more protection in the modern structures. The farm machinery can be housed in dry shelters and many expenditures usually incurred through rust and rot saved through the use of an implement shed or concrete barn.

Let us consider the case of the farm fence. It is estimated that on the average farm the fences represent an investment of some \$1,000. Such an amount if invested in an automobile or other implement would be given some thought and care. Shall the farm fence be built of materials which will burn, rot, and be eaten up, or shall it be built of concrete which fire will not harm, nor weather rot, nor time effect? And the best part of the fence of concrete is that the posts offer the best sort of investment in spare or winter time work for the man on the farm.

Farming as in many other modern industries is rapidly becoming a business of specialists. Thus we find that we have dairy farms, grain farms, fruit farms, hog farms, and general farms.

In each of these specialized branches of farming concrete is taking its place and meeting the requirements of the farmer in a satisfactory manner.

On the dairy farm concrete finds many uses, so

many in fact that many dairy farms are becoming permanently improved throughout with concrete. The barns, the floors, the manure pits, can be made to operate more economically with more sanitation through the use of concrete. If the dairyman uses a silo for feeding his herd in winter or dry months it can be built of monolithic construction, of concrete block, brick or tile, and even of concrete staves. Concrete used through the dairy farm is making increased profits and less work for the dairyman.

On the hog farm too, and on the poultry farm, concrete makes permanent improvements which repay the farmer many times over in the increased efficiency of his farm and in time, labor and maintenance which it gives the farmer. Its forms are a thousand fold and each year finds many new uses for this material.

The grain farmer, whether he be in the great Northwest or in the Mississippi Valley finds that concrete on his farm, incorporated into his bins, his granaries, his barns, his implement sheds, returns profits to him and saves many hours of time and labor. It is estimated that one rat will eat some \$200 worth of grain in a year and if turned loose in a granary will destroy much more. Concrete granaries can be built rodent proof and impervious to the elements. Concrete walks and drives in the barns and granaries save much time and allow work in weather when the mud would ordinarily keep the farmer indoors.

The general farmer, incorporating in his operations all the phases of the specialists finds proportionate number of duties for concrete to per-

form. The rich agricultural regions of the country are becoming forerunners of the vast concrete age which is approaching for the man on the farm.

Many farmers or business men in the towns who have a mechanical knack or are interested in the construction field are finding a growing business in the manufacture of concrete brick and block. Uses for these block are to be found everywhere and many profitable businesses have been built upon these products. Concrete block is finding an ever widening market and its possibilities are drawing more men to it each year.

From a precarious beginning just one hundred years ago this year, the manufacture of cement has grown to be one of the country's greatest industries. Its growth in a large measure has been due to the increased demands from the farmers and the man in the small towns, who have found it adaptable to many hundreds of uses.

In spite of the many uses to which it has already been put, the field of use of concrete is still in its infancy and we may expect to see as great a growth in the next few years as we have in the past few. Many new uses will be found for concrete and there still remains many farms where permanent improvements must be made. Portland cement, the basic requirements for all these improvements has become a staple material of which the farmer and the small town home owner are in constant need. Those who can supply it are not only rendering a distinct service to their fellow citizens but are engaged in a business which is bound to grow in volume and returns with the passing years.

## TRANSPORTATION

### COTTONSEED ADJUSTED RATE PROPOSED

Examiner Fred N. Oliver has proposed a finding in No. 14311, International Vegetable Oil Company vs. Atchison, Topeka & Santa Fe, et al., declaring rates unreasonable and directing an award of reparation, and adjustment of rates on a mileage scale. This ruling would apply to rates on cottonseed from 55 points in Oklahoma to Dallas and Ft. Worth, Texas.

### RULING ON DROUGHT WHEAT RATES

The case of Royal Milling Company vs. Director General (No. 14588) has been recommended for dismissal by Examiner A. R. Mackley. His finding was that the rate of 56 cents charged on carload shipments of wheat from western Nebraska points to Great Falls, Mont., higher than the emergency rate of 36 cents subsequently established for the period between November 28, 1919 and June 30, 1920, from the same points of origin to Great Falls and other Montana points within a drought area, was not unreasonable.

### RATE FOR SORGHUM SEED

In No. 12653, Mangelsdorf Seed Company vs. A. T. & S. F., et al., the Interstate Commerce Commission has ruled that rates and charges on sorghum and Sudan seed from Texas points to Kansas City, Mo., Atchison and Lawrence, Kan., and points beyond in central and southern territories, are unreasonable. The Commission has made an award of reparation and has set May 31 as the date prior to which new rates shall be established. This ruling also covers the contentions embodied in Rudy-Patrick Seed Company vs. I. & G. N. et al., No. 12965.

### REPORT ON RATE REDUCTIONS

The Interstate Commerce Committee of the Senate submitted to the Senate a letter from Chairman Hall, of the Commission, in response to a request by Chairman Smith for a report on rate reductions made since the general increases in 1920 and rate reduction cases pending before the Commission. Chairman Hall said it had been estimated that from July 1, 1922, to the end of 1923, the shippers and consumers of the country had paid nearly \$800,000,000 less in charges for transportation of property than would have accrued if no reductions had been made below the basis established August 26, 1920. Of that total, he said, it was estimated that more than \$175,000,000 represented a decrease in freight charges on live stock and the products of agriculture.

### REVISION OF SOUTHERN BRICK RATE

July 28 has been named as time-limit in the order issued by the Interstate Commerce Commission directing a change in the southern brick scale. A mileage scale is to be used, covering brick and clay products in that territory, as previously described in Commission rulings.

The scale begins with four cents, single line, for 10 miles or less. At 90 miles the one cent over for

multiple-line hauls is stopped, and the rate at 100 miles is eight cents for both single and multiple-line hauls. At 200 it is 10.5 cents, at 500 it is 18 cents, and at 1,000 is 26.5 cents.

Commissioner Eastman, who was one of the three who dissented in this instance, said that the majority appeared to be of the opinion that the proposed rates in general were too high; that is, that they were in excess of maximum reasonable rates. He said that he felt the evidence did not support that conclusion. The other two commissioners who dissented were Cox and Chairman Hall.

### NEW SCALE OF MISSOURI RIVER COAL RATES

The Commission has ordered a new scale of rates on soft coal from mines in Kansas, Arkansas and Oklahoma to Missouri River cities such as Kansas City, St. Joseph, Atchison, Omaha, Council Bluffs, Sioux City, Leavenworth and contiguous territories. The order, which is based on No. 14661, Southwestern Interstate Coal Operators Association, et al. vs. Arkansas Western, et al. was written by Commissioner Campbell, and directs that the new scale be provided not later than June 10.

The Commission stated that the rates insofar as they exceed these rates will be construed as unreasonable.

### PETITION SUSPENSION CROWS NEST RATES

A joint memorandum has been submitted by the Canadian National and the Canadian Pacific Railways, in support of their application that there be legislation to bring about the entire suspension of the westbound commodity rates outlined by the Crows Nest Act, and that the whole matter of railways rates throughout the dominion be left to the decision of the Board of Railway Commissioners.

Comparison between the movement in 1921 and 1923 of grain and grain products to Fort William gives some indication of the effect of the restoration of the Crows Nest agreement in August, 1922. Tonnage to the lake head of grain and grain products in 1923 over 1921 increased 55.34 per cent, revenue increased 20.49 per cent; to Vancouver, tonnage increased 641.80 per cent and revenue, 308.5 per cent.

*Editor American Grain Trade:* — Please change the address of my AMERICAN GRAIN TRADE from Hubbard, Ore., to Independence, as I bought out the milling interests of the Oregon Milling & Warehouse Company, including the 100-barrel flour mill, 80,000-bushel grain elevator, feed and seed mills, and took charge June 2. Expect to specialize on seeds, same as in my Hubbard plant, and if I cannot sell this latter plant will operate it, too, this year. Prospects are for a good crop seed, as the acreage is larger than for several years. A good rain now would hurt some Clover hay but would help other crops very much. Crops all look good, considering the small amount of rain we have had. Am getting things in shape for the new crops, and will also install more Clover cleaning mills. LEE L. HERSHBERGER, Independence, Ore.

## HAY, STRAW AND FEED

MARKETING MIXED FEEDS BY THE  
COUNTRY GRAIN ELEVATOR OPERATOR

BY M. M. NOWAK

During the past few years everyone interested in the grain trade must have noticed the changing conditions surrounding the country grain elevator operator. Complaints of lack of volume, added to growing overhead, and shrinking profits are not to be assumed as emanating from a restricted area, but on the contrary, this pessimism prevails quite generally. Such a state of affairs has of necessity led grain dealers into many and diverse ventures in addition to their established business. These sideline additions, in a large measure, were ventures quite foreign to the business in which the dealer, through many years of struggle and study, acquired his experience. It is needless to say that a large number of such sideline experiments proved failures; not so much from lack of capital or ability, but mainly because of the foreign nature of the lines selected.

Looking at conditions as they exist, it appears very difficult to explain why, with the great many advantages possessed by him, the grain dealer does not, in justice to himself and those he serves, add to his declining elevator business, a sideline business that in every instance is so closely related to his business.

There cannot be pointed out another business so closely allied to grain as that of merchandising feed in connection with grain. To substantiate this statement the following arguments are advanced to uphold this statement, viz.:

First—Feeds are the product or by-product of grain, the commodity that the grain dealer merchandises and understands. Why, with such experience, should not the grain handler be in an exceptional position to use it in making a feed sideline profitable?

Second—Location. Of necessity a grain handler occupies an elevator built with a railroad siding serving it. It goes without saying that a feed business with a side track adjoining, reduces the in-bound handling cost to the minimum.

Third—Good Will. Having carried on his grain business in the town where he is located, the dealer has, if he has conducted his grain business properly, acquired an acquaintanceship with the farmers from whom he has been purchasing grain, and this acquaintance is beyond question a decided asset to his feed venture.

Fourth—Barter and Co-operation. The grain dealer has a decided advantage over an individual engaged in the feed business exclusively, in that the farmer raising a surplus of grain, naturally seeks the assistance of the grain dealer in merchandising it. Here again is an added opportunity for the grain dealer. If he has his place suitably arranged for the economical merchandising of feeds, he can safely rely upon doing a nice volume of feed business in exchange for the grain delivered to him by the farmers.

The above points are cited only to illustrate the advantage possessed by the country grain operator over individuals not so well equipped or favored. The question naturally arises as to the probable returns that can be derived from the money invested and the efforts expended. This question can only be answered in the abstract, as the elements of ability, close attention to business and progressiveness naturally enter into the problem. It is assumed, however, that the qualifications enumerated above are possessed by those who may wish to venture into this undertaking.

Possessing these qualifications the profits on sales of feed, depend, in a large measure, upon the probable volume of business that can be placed with the feeders in the territory served. No arbitrary margin of profit can be used in calculating profit re-

turns as conditions vary greatly in given sections of the country and in the service that the dealer is called upon to give. Where credit is given and delivery by truck to the farmer's barn is made, naturally a larger margin of profit is only fair. Where the farmer, however, drives up to the dealer's warehouse and pays cash for his purchases, a much closer margin of profit is expected. It is here that so many feed dealers make the great mistake in merchandising, by calculating a flat margin, irrespective of whether a farmer pays cash and draws his load or whether the dealer delivers the feed to the barn of the farmer and credits him 30 days to six months. To penalize the cash and carry farmer, by performing service to the non-cash and non-carry shiftless individuals on whom the dealer only realizes a temporary paper profit, is bad policy for



MAX M. NOWAK

such a dealer and reverts against him in many ways.

The dealer conducting his business on this basis is, by his own efforts, not only injuring himself financially but is placing in jeopardy the entire structure of feed merchandising through legitimate feed dealers.

To return to the subject of remuneration, many progressive dealers establish sliding scale rates of gross profit, something along the lines of the following example:

	Cash	Credit	Cash	Credit
	Del'd.	Del'd.	Del'd.	Del'd.
From car.....	\$1 to \$2.	\$2 to \$3.	\$2 to \$3.	\$3 to \$6.
From store.....	\$2 to \$4.	\$3 to \$5.	\$3 to \$5.	\$4 to \$8.

The above illustration must of necessity be flexible. Conditions such as kind of commodities—time of credit—and distance of delivery enter into it. It will, however, be noticed that the cash and carry customers are the beneficiaries of a much reduced feed bill, while, on the other hand, the ones demanding service and credit are charged for it and rightly so.

Grain dealers operating on the above basis, who are on the alert for business in a location where a satisfactory volume of business can be had, can, by adding a feed sideline, add materially to their revenue, with but a slight addition to their overhead.

Having gone into the subject of the advisability of the grain dealer adding a sideline of feed to his business, it might be well to cover in this article some of the mistakes that should be avoided. The

one outstanding fault committed not only by individuals starting in the feed business, but also by those who have been eking out an existence in it, is the practise of "cut-throat" shopping. This is a practise of continually changing brands of concentrated commercial feeds by pitting one manufacturer against another for an elusive saving of a few cents per ton. There are mills and mills, as well as dealers and dealers. The mill that prospers is just like the dealer who prospers. He must give service, quality and price. No legitimate mill can prosper and give service that quotes one price on a printed quotation sheet and sells on a bid price considerably under his published price. No dealer of any experience and progressiveness will long remain a customer of a mill conducting its business under that practise and yet there are a number that conduct their business on that basis. Dealers who shop for this expected advantage, usually find that in the long run they have been the victims of their own folly. In starting out in the feed business it, therefore, behooves the dealer to carefully investigate the line of concentrated feeds that he intends to carry. He should go carefully into the reputation of the mill that he intends to do business with. Have they always carried out their contracts? Can they be depended upon for shipments? Are their cars carefully loaded? Are their products uniform? In fact when a line of feed is placed in the dealer's store he should be a thorough believer in this line as he is in duty bound to sell that belief, together with the feed, to his customers. The dealer who recommends a different brand of feed to his customers every week, usually deserves the failure that ultimately ends his career.

Concentrated commercial feeds have been placed on the market to stay. They fill a great economic necessity. Home prepared rations mixed by shovel and in unequal proportions have no place in the establishment of the progressive feeder. Machinery, wide purchasing range, and scientific preparation on the part of the well established and reputable mills have marked a new era in the agricultural field. It is of great importance that the dealer promote the progress of the industry by the selection of a reputable line of commercial feeds and push them.

In connection with the handling of feed the dealer should be prepared to lay out a modest advertising scheme of consistent with the territory he covers. He will find when he chooses a representative feed mill as the source of his supplies, that the mill will co-operate with him in his advertising problems. A representative mill is at all times prepared to quite frequently circularize his prospective customers. The mills provide necessary circulars and to a limited extent assist in the resale of concentrated feeds in a field that the dealer covers. The local newspapers serve as a fine medium for the dealer and if the advertisements are well made up, considerable good is derived from this method of advertising. Especially is this true in a new venture.

In conclusion it should be well to emphasize that if you wish to venture into the feed business and make it a success, the two cardinal points are: Quality and Service. Poor quality and poor service mean plenty of competition and dissatisfaction. Good quality and good service result in smiles and comparatively no competition.

## NEW FEDERAL HAY INSPECTORS

Four new hay inspectors have been licensed from the inspectors school at Washington, D. C. They are: M. J. Kendrick, 211 Chamber of Commerce, Birmingham, Ala.; R. M. Battson, 615 Stone's Lebee, Cleveland, Ohio; C. L. Shirley, 1213 National Bank of Commerce, Norfolk, Va., and B. B. Jones, Madison, Wis.

## NEW FEED RULES AT MILWAUKEE

The Milwaukee Chamber of Commerce has amended its mill feed and feedstuffs trade rules to agree with those promulgated by the United States Feed Distributors Association. This covers shipping directions on mill feed and trade procedure on feedstuffs transactions. The rules were adopted by the Association in October, 1923.

## A Modern Feed Plant in Denver

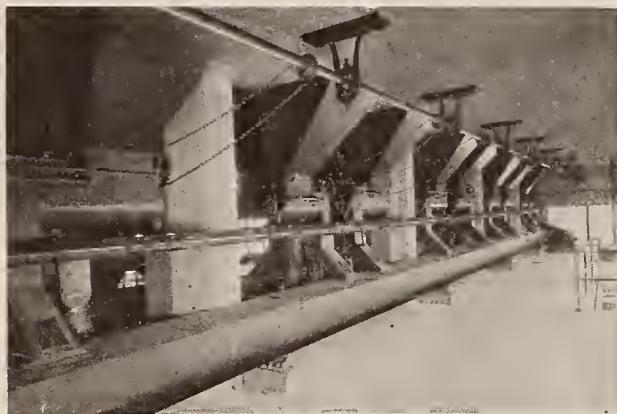
The Mountain States Mixed Feed Company Has a Plant of Unusual Interest to Western Dealers in Feed

**A**VAST market for prepared feeds lies in the West, and it is one which has had only a limited development thus far. Close to the city of Denver, where stock raising ranks among the leading industries, the Mountain States Mixed Feed Company has developed a complete combination of a feed plant, grain elevator, and feed yards, which will eventually operate in conjunction with a large packing plant owned by the same interests. It has been estimated that a decided advance will be made toward the ultimate object of eliminating excess costs, as cattle intended for local use will

tank up to the heater located on the third floor. Electrical control at the pumps governs the quantity of molasses, and the final percentage or exact amount used is controlled by the percentage valve as the molasses flows into the mixers to be forced into the feeds. The Ellis-Edwards heater has a capacity of 50 gallons per minute, the temperature of the molasses being governed by thermostatic control as the quantity of molasses is raised or lowered. This latter feature is very important, as a change of five degrees in heat will affect the flow of molasses.

Adjoining the feed mill is a warehouse for receiving, handling, and storage of 100 carloads of Alfalfa meal or other sacked feeds used in making the prepared feeds.

The grain elevator, now being constructed and which will be operated as a unit of the business, will have a storage capacity of 100,000 bushels and a handling capacity of 4,000 bushels per hour. It is designed to receive all the bulk grain, and was



DRY FEED AND MOLASSES FEED UNIT

no longer have to be shipped to the Central States for grain feeding and finishing for the market, and then returned to western points for distribution.

The feed mill of the Mountain States Mixed Feed Company has a daily capacity of 1,000 tons, which comprises some 20 varieties, prepared according to special tested formulas. Automatic machinery is used in compounding all feeds, and this equipment operates through one continuous system from the time the raw grains and other products are unloaded from cars until the finished product leaves the plant. The equipment was planned and installed by S. T. Edwards & Co., of Chicago.

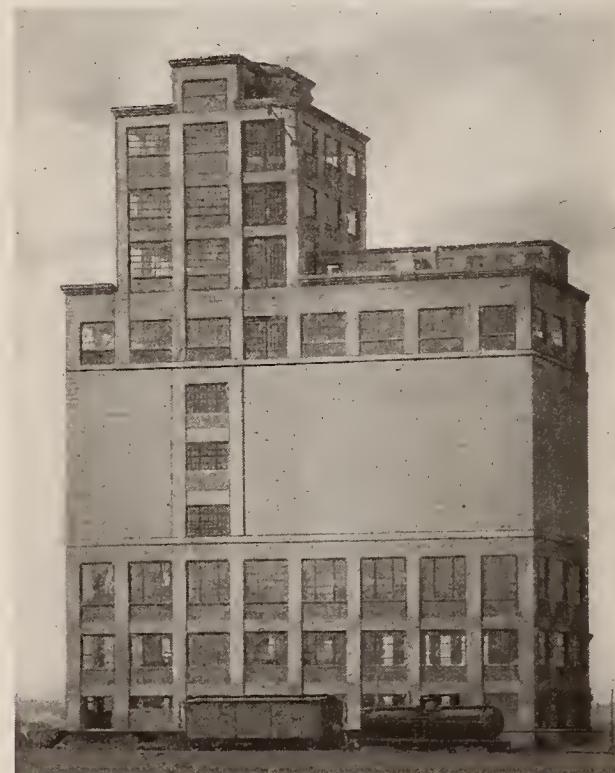
Single complete units, such as are shown in the accompanying illustrations, handle as many as 16 to 20 articles to be combined into one balanced feed. The unit capacity is from eight to 12 100-pound bags per minute. The machinery is so arranged that without stopping, the ingredients may be tripped into test pans to check the percentage of each being used.

The single machines automatically measure as low as six ounces of some ingredients and as high as 50 pounds of others per 100 pounds of feed. It is possible to divide and operate separately the main molasses and dry feed unit in the illustration, emptying into four automatic scales. The two divisions handle 20 bags per minute, and pass them on to the sewing machines for closing and dropping into cars.

Two of the very important items used in dairy and stock feed are beet and cane molasses, and accordingly the plant has storage tanks under the main

floor for 20 cars of molasses, which is unloaded by gravity from tank cars, direct to the tanks.

The accompanying illustration shows the pumping system. It is installed in such a way that either of the bronze pumps, which are run by special electrical equipment, will pump from any



THE MOUNTAIN STATES FEED MILL

planned with a view to weighing, cleaning, clipping and drying all necessary grains, before entering the feed plant.

The main feeding yards adjacent to the elevator and feed plant, cover 81 acres and plans are under way for corrals and buildings to care for approximately 100,000 head of sheep, 30,000 hogs and 20,000 cattle. The plants and yards have direct connection with three lines—the Burlington, Union Pacific and Denver & Salt Lake Railway, with facilities for loading and unloading 80 carloads of livestock at once. The company has extensive plans for other improvements and development of allied interests, including the proposed large packing plant.

During the last five to eight years remarkable advances have been made in feeding of animals. Scientific analysis of their requirements has constituted a ground work on which to base improved feeds, and several new articles of high feeding value have been introduced. Systems have been developed which necessitated the use of specialized modern machinery, and S. T. Edwards & Co. have created a great many of the machines needed. They have had an opportunity to introduce these machines and processes in the newly designed plant at Denver and have supervised these installations.

Among the more recent innovations of the mixed feed industry has been the use of dried buttermilk. There had been a great waste of this item in the past, due to large creameries in big cities not being able to return excess to the farms in liquid

form on account of the cost of transportation. The development of an economic system of drying buttermilk has so far simplified this that about 50 large drying plants are operating in the United States now, and the reduction in bulk can be gleaned from the fact that the average liquid buttermilk contains 92 per cent water.

Soy bean oil meal is another important product



AUTOMATIC MEASURING AND MIXING MACHINERY

in this connection. The oil extraction process in this country is so far superior to that used in the Orient that an added impetus has been given the success of raising soy beans here, though this is a type of farming not commenced here until the recent years. A ton of soy beans will produce approximately 250 pounds of oil, which is in excellent demand, and a high grade flour meal running from 40 to 48 per cent protein.

The special formulas being used for these mixed feeds contain a great variety of other ingredients, aside from those already referred to. Among the more important of these items are meat scraps, tankage, meat meal, and meals of cottonseed, cocoanut, linseed, peanuts, and considerable quantity of has been extracted. In addition to these all of the natural grains and considerable quantity of low grade flour or Red Dog, flour middlings and wheat bran are used in the special feeds.

One of the new developments to be carried out in connection with this plant will be the feeding of young animals of all kinds, similar to the methods used for the development of milk fed poultry. This will produce a high quality meat which is more tender than the usual grade from animals fed in the ordinary ways.

#### GRADES FOR JOHNSON GRASS

Experiments are under way at the Alabama Polytechnic Institute at Auburn, Ala., the results of which will be used in the establishment of Federal grades for Johnson hay grass. The standardization of this crop is believed to be of great importance, and the grades will be ready for promulgation November 1.

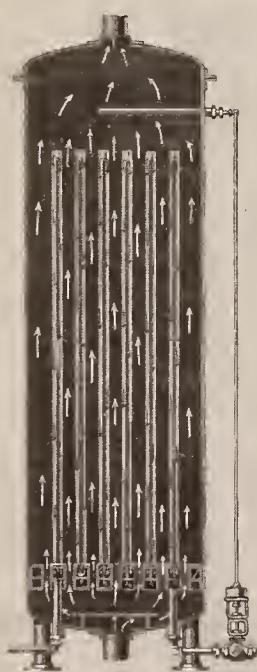
When this is done the hay growers association



MOLASSES PUMP IN THE PLANT OF THE MOUNTAIN STATES MIXED FEED COMPANY

expects to secure shipping inspection similar to the inspection recently established for truck crops in the Gulf Coast section.

The outstanding problem of the Farm Bureau Hay Association, of which A. W. Shedd is manager, has been to assure the consumer that he is getting what he orders when he buys Johnson grass. In the past with no standardized system of grading or marketing, Johnson grass has been "just hay" and the buyer has often preferred to pay a much higher price in order to get Timothy hay from the North.



MOLASSES HEATER

# THE AMERICAN ELEVATOR AND GRAIN TRADE

**BALED STRAW RATES**  
Reparation has been awarded in No. 14939, Indiana Board & Filler Company vs. Wabash et al., mimeographed, on account of an unreasonable rate between January 10 and March 7, 1922, on baled straw, from Ivesdale, Bement, Hammond and Cushman, Ill., to Marion, Ind. The Commission found them unreasonable to the extent they exceeded the aggregate of intermediates and awarded reparation on that basis. The applicable rate was 25 cents. The Commission said that that rate was unreasonable to the extent it exceeded 19.5 cents from Ivesdale, Bement and Hammond, and 20 cents from Cushman to Marion.

## INCREASING IMPORTANCE OF WISCONSIN ALFALFA

So far, only about 150,000 of the 2,800,000 acres of Wisconsin land which are in hay are used for growing Clover and Alfalfa. Timothy and Mixed hay still make up by far the largest part of the crop. Alfalfa has been found to rank first in importance among those crops which can be developed to reduce the annual feed bill. In many of the older sections of the state soils are becoming deficient in lime, and it is becoming increasingly difficult to grow the ordinary Clovers.

Experiments on the state farms at Madison have indicated that early cuttings weaken Alfalfa, thin the stand, and permit weed and blue grass encroachments. In 1920, plots of Grimm, imported Turkestan, and common Kansas-grown seed were sown, and a series of plots of each variety were cut at the following stages: Bud state (just before blossoming), tenth bloom or early blossom period, and full bloom. Three crops were taken annually from the bud and early bloom plots, while only two were taken from the full-bloom plots. In the 1923 season the early cut plots showed much weed and blue grass infestation which resulted in a thin stand and slow growth, while the full bloom plots were thick, vigorous, and practically free from weeds. The three-year average of these trials is as follows:

Bud stage, 3 cuts 1.8 tons an acre.  
Tenth bloom, 3 cuts 2.7 tons an acre.  
Full bloom, 2 cuts 3.5 tons an acre.

While the quality of the hay, especially the first crop, is not so good in the full bloom period as in the earlier stages, there is a difference in yield of nearly a ton in favor of the later cutting.

## OPPOSE 60,000-POUND MINIMUM

Secretary H. H. Booshard of the Illinois-Wisconsin Feed Dealers Association has sent a letter to the membership of the association as a warning to them of the effort being made by the carriers to obtain an authorization from the Interstate Commerce Commission to increase from 40,000 to 60,000 pounds the minimum weight of carload shipments of grain and grain products.

"There is a very determined effort upon the part of the railroad companies to try to persuade the Interstate Commerce Commission to put into effect a 60,000-pound minimum on carload shipments of grain and grain products. As a matter of fact, a proposal to this effect has been submitted to the Interstate Commerce Commission and has been docketed for a hearing. If this proposal is looked upon favorably, and it probably will be unless a very determined effort is made to combat it, it will mean that all grain products, which means flour, feed and other commodities of that nature, can be shipped in only 60,000-pound quantities to secure the carload rate. This, we believe, would work a very appreciable hardship upon probably two-thirds of the carload buyers. Probably 75 per cent of our customers buy in carloads of 50,000 pounds and you can readily conceive what it would mean to you personally if it was absolutely necessary for you to take not less than 60,000 pounds.

"The railroad companies are putting forth as an argument for the 60,000-pound minimum the fact that it would conserve equipment. During the past winter, when statistics demonstrated that the railroad companies of the country have delivered more freight than at any time during the history, there has not been anything even approaching a car shortage so that this argument, while it sounds plausible, is really not material and true.

"We believe that it is desirable and even necessary for all of us to combat this request. If you will write a letter addressed to me as secretary of the Illinois-Wisconsin Millers and Feed Dealers Association, at once, I will be very glad to accumulate them and forward to the necessary official, so they will have attention. I believe that this is a matter that should receive careful and painstaking consideration. The protests of the consumers of our country may have a very determined effect upon the commission in deciding this question."

## METAL FASTENERS FOR FEED TAGS

The States of Connecticut, New Jersey, Pennsylvania and Vermont have laws forbidding the use of wire or other metal fasteners of any description in attaching tags to bags for feedingstuffs to be sold, offered or exposed for sale in those states.

In New York there is a provision in the law that forbids the use of wire or other metal fasteners with sharp points for such purposes. L. F. Brown, secretary of the American Feed Manufacturers Association, calls attention to the fact that some manufacturers are ignoring these provisions; and suggests that strict compliance with the laws be made, since violations will probably lead to prosecutions in the states named. He also says that there is an appreciable sentiment in other eastern states against the use of such fasteners on the ground that they constitute a danger to animals.

## NEW FEED BRANDS

"DINNER BELL" prepared feed for livestock. Arcady Farms Milling Company, Chicago, Ill. Filed March 25, 1924. Serial No. 194,389. Published May 13, 1924.

"HARNETT'S SEAL BRAND" cornmeal, Graham flour, whole wheat flour, poultry scratch food, laying mash, dairy food, etc. Long Beach Milling Company, Long Beach, Calif. Filed January 4, 1924. Serial No. 190,419. Published May 13, 1924.

"NORTH STAR" stock and poultry feed. Washburn Crosby Company, Minneapolis, Minn. Filed March 28, 1924. Serial No. 194,635. Published May 13, 1924.

"EGG-EM-ON" poultry feeds, especially laying mash, scratch grains, and growing feed. H. C.



Puffer Company, Springfield, Mass. Filed March 28, 1924. Serial No. 194,617. Published May 13, 1924.

"START TO FINISH" poultry foods. Thos. Southard Poultry Supply Company, Kansas City, Mo. Filed July 24, 1922. Serial No. 167,335. Published May 13, 1924.

"FEED VITALIZER" prepared stock feed. (Not subject to opposition.) Isaac Wm. Foster, doing business as The Pro-Lac Milling Company, Des Moines, Iowa. Filed July 9, 1922. Serial No. 166,594. Published and registered May 13, 1924.

"PREMIER" poultry feeds. Hespenheide & Thompson, York, Pa. Filed March 24, 1924. Serial No. 194,348. Published May 27, 1924.

"PED-E-GREE" baby chick starting food, chick growing mash, hen laying mash, chick scratch feed, hen scratch feed. Ovo Mill Corporation, St. Louis, Mo. Filed September 19, 1923. Serial No. 185,934. Published May 27, 1924.

"USACO" feeds, namely, stock and poultry feeds. The U. S. Agricultural Chemical Company, South Omaha, Neb. Filed July 5, 1923. Serial No. 182,842. Published May 27, 1924.

"CIMCO" wheat shorts, wheat bran, fancy feed, and chicken feed. City Mills Company, Columbus, Ga. Filed April 5, 1924. Serial No. 195,048. Published June 3, 1924.

### Trademarks Registered

184,176. Stock feed. American Milling Company, Peoria, Ill. Filed January 17, 1924. Serial No. 190,904. Published March 4, 1924. Registered May 20, 1924.

184,695. Dairy feed, chicken feed, and stock feed. W. M. Cosby Flour & Grain Company, Birmingham, Ala. Filed June 11, 1923. Serial No. 181,817. Published March 18, 1924. Registered May 27, 1924.

184,802. Gluten feed. Anheuser-Busch, Inc., St. Louis, Mo. Filed February 9, 1924. Serial No. 192,055. Published March 25, 1924. Registered June 3, 1924.

184,869. Stock feed. The Quaker Oats Company, Chicago, Ill. Filed November 19, 1923. Serial No. 188,567. Published March 18, 1924. Registered June 3, 1924.

184,887. Dairy feed. Quisenberry Feed Manufacturing Company, Kansas City, Mo. Filed July 9, 1923. Serial No. 182,994. Published March 25, 1924. Registered June 3, 1924.

## NEW YORK HAY MARKET SLIGHTLY WEAKER

BY C. K. TRAFTON

While the hay market was decidedly irregular and unsettled early in the month with a slightly weaker undertone, the changes after all were mainly unimportant. This was especially true of choice Timothy and Light Clover mixed in large bales as they were in light receipt. On the other hand, re-

ceipts were fairly large of common and low-grades including Canadian, largely by river and canal boats. Such a large part of this hay was so poor and particularly from Canada, that it was difficult to make sales excepting at materially lower figures.

Indeed, it was frequently remarkably difficult, if not impossible to sell such hay at a price sufficiently high to pay freight and other charges. Naturally many conservative and experienced members of the trade were expressing regret over the arrival of so much common and poor trash as they realized that it was detrimental, having a bad influence on the whole market. This is a particularly poor market for all inferior descriptions because there is comparatively little feeding done excepting to horses and as a general thing the owners are unwilling to feed any but good to choice grades.

Afterwards there was a re-actionary tendency in superior descriptions, as stocks are light and receipts have been disappointing. This latter was generally attributed to unexpectedly light receipts from this state as farmers have been far too busy to give attention to hay because they were anxious to push their spring plowing and seeding which had been delayed far too long due to cold weather and protracted rains. It was the consensus that shipments from the interior would not become materially heavier until after the weather became fine and warmer which would enable farmers to finish their seeding promptly.

On the other hand, well informed members of the trade inclined to the opinion that during the summer, and especially when harvest time was near at hand, prices would decline to a lower level. This opinion was based on the assumption that baling accidents the crop in this and throughout Eastern States would be abundant as the season has been considered favorable on account of the abundance of rains.

In some quarters it was claimed that the feeding of hay had been partly curtailed by the great abundance and low cost of millfeed.

Receipts of straw have been heavier and, with demand lighter as generally the case at this season, prices were declined.

## HAY STANDARDS HELPER

Announcement has been made by the United States Civil Service Commission for hay standards helper as follows: The examination will be held throughout the country on July 9. It is to fill vacancies in the Bureau of Agricultural Economics, Department of Agriculture, at an entrance salary of \$900 a year. Advancement in pay may be made without change in assignment up to \$1,260 a year.

Applicants must have had at least one year's experience in a laboratory in the preparation and analysis of commercial hay as to its mixture, color and texture.

The duties of this position are to assist in the hay standardization laboratory in the separation of hay samples for analysis and to assist in the preparation of display boxes for use in connection with hay standardization and investigational work.

Competitors will be rated on practical questions on the handling of hay and factors, and education, training, and experience.

## LARROWE COMPANY MAKES COMMENT

Under the caption of "Truth in Feeds" the Larrowe Company of Detroit, Mich., comments as follows:

We desire to say a few words in commendation of the producers of the "Open Formula" feeds— who are frankly printing on their analysis tags that they are now using as an ingredient "Screenings Oil Feed." Formerly the tags of the 24 per cent ration read 240 pounds "Oil Meal, Old Process," now they read "240 pounds Linseed Oil Meal and O. P. Screenings Oil Feed."

The exact date when this change went into effect is not known to us, but it is a fair assumption that it was made at the beginning of the year on account of the registration with the feed control officials of the various states. However, the original sponsors of the "Open Formula" idea have evidently not been advised of the change, for we learn through the public press that the "College Feed Conference Board," E. S. Savage, secretary, held a meeting on January 18-19, 1924, at which they re-affirmed their adherence to practically the formula adopted a year and a half ago, and their formula still calls for linseed oil meal O. P.—saying nothing about "Screenings Oil Feed."

As it was originally understood that changes in the open formulas would only be made by advice and consent of the college professors who were in the conference, it is reasonable to assume that they will soon make a further announcement on this subject, explaining the advantages of the change.

The feeding public will probably also be curious to know how much of the 240 pounds is linseed oil meal and how much is "Screenings Oil Feed"—undoubtedly a rigid adherence to the lofty standards of the "truth in feeds" principle will soon cause the percentages of the two commodities to be separately stated on the tags.

It is of minor interest to note that a statement of the use of "Screenings Oil Feed" has not yet

# THE AMERICAN ELEVATOR AND GRAIN TRADE

Forty-Second Year

found its way into the public advertisements of the "Open Formula Feeds," for as recently as April, 1924, the formula was published as containing 240 pounds of linseed oil meal. Surely "truth in advertising" should be a twin to "truth in feeds."

Some people may want to know what are "Screenings Oil Feed," and for their benefit we quote from a bulletin (No. 60) issued by the Wisconsin Department of Agriculture, dated November, 1923:

"Oil meal or linseed meal is, deservedly, one of the most popular of the high protein concentrates. It is not only valuable for its protein, and other digestible nutrients, but for its laxative and general conditioning properties as well. Oil meal, from American flaxseed, is usually sold on a protein guarantee of 34 per cent. A good grade will actually run 36 per cent or better. Pure oil meal from Argentine flaxseed runs only 30 to 31 per cent in protein. Pure Argentine oil meal is better than a mixture of American oil meal and screenings oil feed having the same protein content.

"Screenings oil feed is pressed, fine flax screenings, from which part of the oil has been removed. In addition to the broken flaxseeds, it contains weed seeds, fine chaff of low digestibility and often considerable amounts of sand. One sample analyzed contained as high as 14 per cent sand. One sample of alleged pure Argentine oil meal contained over 2 per cent sand. This manufacturer was refused license. These facts coupled with the fact that the more valuable ingredients of screenings are less digestible and do not possess the conditioning properties of oil meal, are amply sufficient reason for preferring 30 per cent protein in pure oil meal to a mixture of oil meal and screenings carrying an equal amount of protein."

## THE KANSAS CITY HAY MARKET

BY B. S. BROWN

The Fitzgerald Hay Company reports that practically all the old crop of Alfalfa has been marketed, judging from the light receipts to this market in the past 10 days. Several cars of new Alfalfa have arrived on this market, coming from Oklahoma and southern Kansas. The new hay arriving in good condition has been demanding excellent prices, selling as high as \$24 a ton. On the other hand several cars of new Alfalfa arrived in heating condition and such hay is selling at a big discount around \$10 and \$11 per ton.

With a few days of good, bright, dry weather new Alfalfa is expected to arrive on this market quite freely and in good condition. There is not much demand for the old crop unless it is of good quality.

Prairie receipts have been running light but owing to the limited demand this market has been rather dull this week, and Prairie hay selling barely within quotations. Number 1 is \$13 to \$14; Number 2, \$10.50 to \$12.50; No. 3, \$6.50 to \$10.

Timothy has been holding its own with no reduction in price for the past few weeks. There is a pretty good demand for same hay at the following quotations: No. 1, \$19.50 to \$20; Standard, \$17.50 to \$18.50; No. 2, \$15 to 17; and No. 3 \$10 to \$14.

It is the general opinion that the market on Prairie and Timothy will remain practically stationary until the new crop begins to move, which with favorable weather conditions will be about the first of July.

## FEED DULL IN NEW YORK

BY C. K. TRAFTON

Although prices for wheat feed were a fraction lower, it must be admitted that the market has been wonderfully steady all things considered. For one thing, it has been almost impossible to sell western feed for mill shipment, because nearly all millers or western jobbers have declared that they could not accept \$25.50 for bran, despite the fact that it has been uncommonly difficult to obtain bids over \$25. It was claimed, in explanation, that millers in the West were not shipping freely to the seaboard, because they were able to get comparatively more money at interior points. Buyers in this and other seaboard markets were slow to bid for western feed, because there was an abundance of Argentine feed available at a somewhat lower cost. Some well informed dealers were alleged to have bought Argentine bran at as low as \$24.75, but this was not admitted by sellers. In addition, it was asserted that eastern markets had been partly depressed by bigger offerings of Canadian. According to some reports, exports from Canada had been abundant embracing a large percentage of the United States. Eastern farmers and feeders had been securing abundant supplies from Buffalo, where the production was heavy. In the meantime, consumption was materially reduced because of the copious rains which have resulted in a remarkably fine pasturage. Hence farmers considered it extravagant to use feed, except in a limited way, especially as they were complaining bitterly of their inability to sell milk on a profitable basis.

It was difficult to sell cottonseed meal but this was expected at this season. Nevertheless prices held unusually firm, which was manifestly due to the unfavorable official report on the cotton crop. Trade in beet-pulp was dull largely because sup-

plies had been limited, receipts having been light of imported while there was a decided scarcity of domestic.

## HAY MOVEMENT SLOW

Receipts of hay today (June 11) totaled only 14 cars, mainly Timothy hay, say Graham & Martin Grain Company, of St. Louis, on that date.

The heavy rain all morning kept most of the buyers off the tracks.

The Timothy hay market continues to rule quiet but steady with moderate receipts and a fair local demand for the better grades of Timothy. Medium and lower grades are rather quiet and dull.

Light Clover Mixed hay quiet but steady, good Number 1 Clover mixed selling relatively well, but the lower grades are dull and low priced.

Heavy Clover mixed slow, offerings moderate and demand limited.

Pure Clover unchanged. Offerings are very light. Good Number 1 Clover would sell readily if here at fair prices, but the lower grades are not wanted.

The Alfalfa market is normal. Very little Alfalfa arriving and the quality is poor. New Alfalfa has not been offered to any extent as yet, but if it arrives here in good condition it will sell well. We do not advise the shipment of new Alfalfa unless it is well cured, as what little new Alfalfa has arrived is in very poor condition.

A feed and seed business has been opened at Indianapolis, Ind., by I. Linkon.

The produce and feed store of M. W. Piercy at Fullerton, Neb., has been bought by Wm. Alton.

Operations have been started full force on the chop mill of the Pontius Grain & Coal Company of Orrville, Ohio.

A line of dairy and stock feeds is being manufactured by the Waldo Grain & Hay Company of Muskogee, Okla.

The Drake & Dodd Wholesale Feed & Grain Company has been organized at Haleyville, Ala., by Oscar Drake and O. Dodd.

A warehouse 28x58 feet is to be built at Clinton, Okla., for the Clinton Milling Company to be used in handling feed and coal.

W. E. Coles, Jr., is no longer president of the Capital City Milling & Grain Company of St. Paul, Minn., but has entered the dairy feed business.

The Gambrill Grain Products Company of Baltimore, Md., contemplates rebuilding its mixed feed plant which burned. Modern machinery is to be installed.

The Murphysboro Coal & Feed Company of Murphysboro, Ill., will conduct its feed business on a more extensive scale in the future. Julius Wides is owner of the house.

L. H. McDonald and J. H. Grime, Jr., have organized at Lebanon, Tenn., as the Lebanon Feed & Supply Company. The company will conduct a feed and seed business.

The Big Bend Feed Company has bought the

property of the Kootenai Feed Company at Coeur D'Alene, Idaho, operated by C. M. Chinn. J. Cole will have charge of the business.

The Shelby County Feed Company at Shelbyville, Ky., which was formerly operated by J. Geoghegan and Dudley Jesse has been bought by L. B. Bansbrough. Possession was given May 1.

The business of the Morrow Milling Company at Charleston, W. Va., has been bought by the Peoples Feed Company. The business will be managed by W. L. Morris, former manager of the company.

To deal in feed, grain and flour, the Reliance Feed & Grain Company, Inc., was organized at Binghamton, N. Y. Capital stock is \$20,000. H. J. Barndt, L. T. Deyo and L. C. Anderson are interested.

Edward H. Hein has resigned his position with the E. S. Woodworth & Co., Minneapolis, with whom he has been associated in the feed department for 23 years. He will go into the feed business for himself.

A steam roller feed mill is being built at Palouse, Wash., by the A. J. Webster Company which has been incorporated by A. J. Webster, Allen Lamphere, R. L. Smith, Levi Archibald and Boydconlee Company.

Business operations have been started at Fort Worth, Texas, by the Belt Hay & Storage Company with John Davitte, Jr., manager. The company does a general wholesale hay business as receivers and shippers.

To engage in the manufacturing of feeds and dealing in grain, the Newton Feed Company has been incorporated at Milwaukee, Wis. G. L. Newton, Lewis M. Hatch, and E. L. Murray are the incorporators.

J. W. Harvey has bought back the Marion, Ind., branch of the Indiana Flour & Feed Company operating plants at Marion and Muncie, Ind. The business is to be conducted as the Marion Flour & Feed Company. The Muncie plant will be operated under the old style.

A complete line of chick feed, consisting of starting food, growing mash, laying mash, etc., is to be manufactured by the Bernard Mill & Coal Company of Holton, Kan. The firm is capitalized at \$25,000. The officers and directors are H. Wilson, president; L. Carnahan, vice-president, and J. Bernard, treasurer.

The new plant of the Ralston-Purina Company at Kansas City, Mo., is nearly completed. It will be the largest feed grinding and mixing plant in the world when completed and includes a six-story mill, head-house, 500,000-bushel elevator, two-story office building, heating plant, molasses storage tanks and hay grinding and storage houses, besides large warehouses for storing feed. All will be of reinforced concrete construction. The Jones-Hetteisater Construction Company has the contract. The hay grinding plant of the company has been in operation since January 1 and machinery is being installed now in the main mill building and will be ready for operation by October 1.

## FIRES-CASUALTIES

Yale, Okla.—Fire destroyed the Alfred Flour & Feed Store.

Clinton, Ill.—Fire destroyed the grain elevator of J. S. Bartley.

Bessie, Okla.—The A. Gerlack Elevator was damaged slightly by fire.

Hickman, Ky.—Fire destroyed the plant of the Walker Mill & Feed Company.

Seattle, Wash.—The plant of the Globe Feed Mills was damaged by fire on May 21.

Edwall, Wash.—Fire destroyed the Pacific Coast Elevator Company's warehouse.

Fromberg, Mont.—The Occident Elevator Company was damaged by fire on June 5.

Nowata, Okla.—The A. D. Young Grain Elevator burned with losses amounting to \$14,000.

Estherville, Iowa.—Fire destroyed the Greig & Zieman Elevator with a large quantity of grain.

Boyden, Iowa.—The engine room of the elevator of the Farmers Co-operative Company was damaged recently.

Humboldt, Kan.—Fire destroyed the elevator of the Humboldt Milling Company with contents and two box cars.

Kingman, Ind.—On May 10 fire damaged the engine room of the Farmers Grain Elevator with a loss of \$25,000.

Craigmont, Idaho.—The warehouse and elevators of the Union Warehouse & Mercantile Company

with 60,000 bushels grain burned with a loss of \$60,000. The insurance carried amounted to \$31,000.

Milroy, Ind.—The grain elevator of W. M. Bosley burned with a loss totaling \$16,000. It was half covered by insurance.

Canwood, Sask.—Fire on May 30 destroyed the Liberty Elevator Company's elevator with a considerable amount of wheat.

Cawker, Kan.—Fire on May 14 destroyed the C. T. McCoy Elevator with 800 bushels grain. The loss amounted to \$7,000.

Kingfisher, Okla.—With a loss of \$75,000, the Farmers Mill & Elevator here burned. The insurance amounted to \$12,000.

Banner, Okla.—Fire of unknown origin resulted in a small loss at the Banner Co-operative Elevator Association's plant on May 18.

Fort Smith, Ark.—Fire destroyed the 30,000-bushel elevator of the Fort Smith Mill & Elevator Company. The loss is unknown.

Los Angeles, Calif.—Fire destroyed the plant of the Laguna Feed & Fuel Company with a loss of \$25,000. The owners will rebuild.

Carlyle, Sask.—Fire on May 26 destroyed the Ogilvie Flour Mills Company's elevator with four carloads of wheat. The loss was \$15,000.

Rulo, Neb.—Fire damaged the elevator of Wayne Richardson on May 20 with a loss of \$4,000. The elevator was a landmark, having been in operation

# THE AMERICAN ELEVATOR AND GRAIN TRADE

for 40 years. L. L. Coryell of Lincoln owned the property. Two thousand bushels of corn were also destroyed.

Minneapolis, Minn.—Fire damaged with a slight loss the elevator known as the Martin Elevator and owned by the Brooks Elevator Company.

Fryburg, N. D.—Fire destroyed the elevator of the Fryburg Grain & Trading Company together with adjoining sheds and about 350 bushels grain.

Laredo, Tex.—Fire destroyed the flour, feed, grain and merchandise warehouse of the Volpe Bros. with a loss of \$30,000, partly covered by insurance.

St. Louis, Mo.—Fire destroyed the warehouse of the Mississippi Valley Elevator & Grain Company. The loss amounted to \$25,000; there was no insurance.

White Cloud, Kan.—Fire on May 22 started by lightning was the cause of considerable damage to the mill and elevator here of the A. J. Elevator Company.

Minneapolis, Minn.—The six-story ironclad elevator owned and occupied by the G. E. Gee Grain Company was destroyed by fire of unknown origin on May 8.

Chaplin, near Fairbury, Ill.—Fire destroyed the Farmers Elevator with four carloads of grain. Sparks from a passing train were given as cause for the fire.

Frederick, Okla.—The Frederick County Farmers Exchange with 4,000 bushels wheat was destroyed by fire with a loss of \$50,000. The loss is partly covered by insurance.

Litchfield, Ill.—Fire destroyed with a loss of \$100,000, the Buscher Carrico Grain Elevator and Warehouse. The loss is partly covered by insurance. The elevator was a four-story building and

the warehouse was filled with flour, grain, and feeds. The origin of the fire is believed to have been incendiary.

Wagner, Mont.—The St. Anthony & Dakota Elevator was destroyed by fire on May 17. In addition to the elevator, 6,000 bushels wheat and 3,200 bushels flax were destroyed.

Ville St. Pierre (Montreal), Que.—Fire destroyed the grain elevator and mill of the Eastern Milling Company with a loss of \$70,000. The loss is partly covered by insurance.

Oliver, near Evansville, Ind.—Fire on May 18 destroyed the large warehouse of the Fuhrer-Ford Milling Company of Mt. Vernon with a loss of between \$15,000 and \$20,000.

Birmingham, Ala.—The Iron City Grain Company's plant was destroyed by fire on June 1 with a loss of between \$50,000 and \$100,000. The loss is partly covered by insurance.

Pioneer, Iowa.—The old Farmers Elevator was burned to the ground on June 3. The new elevator was not touched. Only a small quantity of grain was in the elevator at the time.

St. Louis, Mo.—The stock feed in the bins and grain in sacks in the warehouse of Anheuser-Busch, Inc., was destroyed. The fire was caused by spontaneous combustion. The loss was \$15,000.

Emporia, Kan.—The three buildings of the Emporia Elevator & Feeding Company including an elevator, with a quantity of corn, feed mill and fertilizer plant, were destroyed with a loss of \$50,000. The buildings were insured.

Mobile, Ala.—Fire destroyed the mill plant and other buildings of the Ziliak & Schafer Milling Company, feed and grain dealers on May 9. The loss was \$400,000, partly covered by insurance. The company will rebuild immediately.

to 2.75 cents. Shippers reported sales of large parcels for May-June shipments at 2@2.10 cents c.i.f.

White Clover declined about 2 cents or to 45@47 cents on spot. Arrivals were 190 bags, against 70 in April. Czechoslovakia seed was offered at 43 cents c.i.f.

## KANSAS SEED ACTIVITIES

BY B. S. BROWN

Al Burri of the Mid-West Seed Company reports that there is still a demand for seed corn. The gathering of Bluegrass seed has begun and the prospects are for a good crop. A shortage in Alfalfa and vegetable seeds, as lettuce, radishes and onions, is expected in the West for next fall. In some lines of seed it is said that not a pound of the 1924 crop will be delivered, consequently it will be necessary to fall back upon the holdover of the 1923 crop, which will make everything much higher next spring. The weather conditions are said to be responsible for this condition.

The T. Lee Adams Seed Company reports that there is still a good demand for the soy bean, the cowpeas and for cane.

## MILWAUKEE SEED ACTIVITIES

BY C. O. SKINROOD

The first load of flax seed to be brought to Milwaukee this season was loaded at Duluth. The steamer *North Wind* with a capacity of about 3,000 tons brought the entire cargo to the William O. Goodrich Company, the linseed oil manufacturers here. The rate was 2½ cents from Duluth which is considerably higher than the 1½ cents rate from the Head of the Lakes to Buffalo which has been ruling on grain shipments.

The latest estimates are that Wisconsin will have fully 300,000 acres of Alfalfa this year as compared with 155,000 acres last year. The bacteriology department of the College of Agriculture of the University of Wisconsin, which supplies small bottles of inoculation materials, enough for 20 pounds of seed, or about one acre's seed requirements, says that nearly 40,000 bottles of this material have been called for up to this time, or three to four times as large a number as were needed a year ago. Since a large amount of seed is sowed without inoculation, it is certain the Alfalfa area will be very large.

The official report of the seed market for last month by the Chamber of Commerce of Milwaukee says that the seed market declined after the seasonal demands were fully met. Clover fell about \$3 and Timothy about 50 cents. The Clover quotation was \$12 to \$19 for country lots, and \$9 to \$15 for dirty goods. Alsike was quoted at \$10 to \$15 and the White Clover at \$25 to \$40. The Timothy was quoted at \$5 to \$6.50 for poor to fair, at \$6.25 to \$7.50 for the good to choice and at \$7 to \$7.75 for the fancy goods.

The report adds the month's receipts were much smaller than last year and that shipments too, fell considerably below the volume for the corresponding month a year ago.

The Courteen Seed Company says that the Clover fields came through the winter excellently here in Wisconsin, that there was no winter killing to speak of, in contrast with past seasons when widespread winter killing prevailed. The company also reports that the season has been amply wet this

# FIELD SEEDS

## SEASON ENDED IN NEW YORK SEED MARKET

BY C. K. TRAFTON

The usual tame ending of the season in the New York seeds market was rendered even more tame than usual by various more or less unusual factors. Unseasonably low temperatures and many days of rainfall have interfered with planting and checked buying of seeds by interior distributors. In addition, the customary taking of inventories has kept them busy and their usual unwillingness to add to their stocks at this time, simply to provide a carry-over into the new season, was more marked than usual owing to a general lack of confidence because of political developments. Because of the general lack of noteworthy demand, the carry-over among first-hand holders is probably larger than usual and as some of them were anxious to liquidate part of their stocks prices for a number of varieties are lower than they were a month ago. This applies notably to Alfalfa, White Clover, Sweet Clover, Orchard Grass, Crimson Clover, Timothy, and rape-seed. All other varieties are practically unchanged for the month.

Red Clover was inactive as usual during May, but holders generally remained firm in their views as stocks remained light and arrivals were only 740 bags, against 7,300 during April. Moreover, they generally expected a good summer demand and argued that the spot price of 19½@20½ cents compared with the price of 16 cents c.i.f. quoted by European shippers. Buyers showed no interest in the offers on that basis and even when some shippers came down to 14½ cents c.i.f. they remained indifferent.

Crimson Clover has not yet begun to develop interest. Because of the dullness some holders of spot seed shaded the price about a half-cent, or to 8@8½ cents, although arrivals were only 170 bags. Although no definite crop news was received from France a few small speculative offers were reported for July-August shipment at 6½@6½ cents c.i.f., but this was too high to interest buyers.

Alfalfa was in fairly good demand early in the month, but buyers subsequently showed less interest and the spot price declined to 20@21 cents. The first lots of new crop Argentine seed came in, aggregating about 2,200 bags; the arrivals from Europe bringing the month's total up to 3,580 bags, compared with 1,090 during April. The importing situation generally continued steady. Buyers gradually advanced their limits from 14¾ cents to 15½ cents c.i.f., resulting in moderate sales. In fact, a small business was done at 15½ cents, but later, with sellers asking up to 16 cents c.i.f., buyers showed less interest. French seed was offered at 13¾@14 cents c.i.f. without arousing much interest. Advices from Argentina stated that

while the growing Alfalfa was of fine appearance, a great deal of it failed to seed owing to the ravages of a small yellow insect, which some claim originated in the United States.

Spring Vetch moved in a routine way with 15-ton lots offered for shipment at a slight concession—or at 2½ c.i.f., with smaller lots at 2.50—2.55 cents c.i.f. Hairy Vetch was neglected. Arrivals of both kinds were 480 bags, against 860 in April.

Fescue sold in a fair way for shipment from New Zealand at 21 cents c.i.f. and later at 20 cents. British shippers offered hard fescue at 14 cents c.i.f.

Rye Grass was quite and nominally unchanged at 11½@12½ cents on spot with shippers offering on a basis of 11 cents c.i.f. for Pacey's and 9.60 cents for Perennial. Dog's Tail was offered at 18¾ cents c.i.f.

Argentine red corn was generally in good demand. New crop corn arrived in fairly large volume and some lots arriving unsold were offered at a slight concession, prices ranging from 2.50 cents c.i.f.

The Mangelsdorf Seed Co.

Sweet Clover, Alfalfa,  
Soudan Grass, Millet, Rape.

ATCHISON

KANSAS

## North American Seed Co.

Wholesale Grass and Field Seeds

Milwaukee, Wis.

"THE HOUSE OF QUALITY"

## CRAWFORD HAMMOND & CO.

BUENOS AIRES

NEW YORK

IMPORTERS

CORN

SEEDS

PEAS

Exporters

## Nungesser-Dickinson Seed Co.

NEW YORK, N. Y.

Wholesale Seed Merchants

Buyers and Sellers

Timothy, Red, White, Alsike and Alfalfa, Clovers, Redtop and Millet Seeds

BETTER SEEDS; BETTER CROPS  
SEEDS CHAS. E. PRUNTY  
7 South Main Str. SAINT LOUIS



BUYERS-SELLERS, FIELD SEEDS  
ED. F. MANGELSDORF & BRO.

Wholesale Field Seeds

First and Victor Sts., St. Louis, Mo.

# THE AMERICAN ELEVATOR AND GRAIN TRADE

spring and the growth of the crop is well started, with favorable weather until the end of the season, a large yield might be expected. As for other sections of the country, the Courteen company says the season is in the making and it is too early to know what will happen.

The Courteen company said the late trade in seeds was of large proportions with a good call for seed corn and for the late grasses, in fact for all of the seeds which are usually handled late in the planting season.

The company adds that trade is now practically closed for this spring and that all the dealers are getting ready to go to Chicago for the big seed convention which opens in a few days.

## A MODERN SOUTHERN SEED LABORATORY

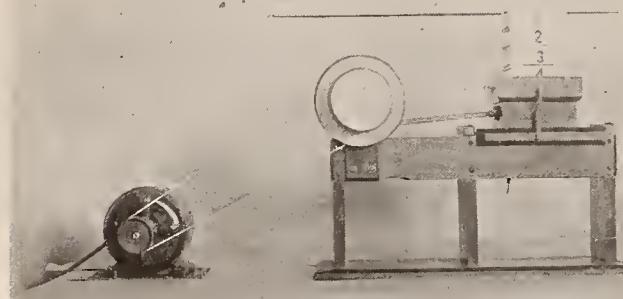
The state experiment stations in this country have done much in the last few years to raise the standard of field and garden seeds, with the re-



UNIVERSITY OF KENTUCKY EXPERIMENT STATION

sult that the farmer can know, before he plants his fields, how the seeds will germinate and what sort of a crop may be expected from them, other things being equal. Before the state experiment stations inaugurated their testing laboratories, frequently the farmer didn't know what would happen; for often the seed he bought in good faith was worse than useless—of poor germination, overrun with weed seeds and of low viability.

A laboratory which is making something like



SCARIFIER FOR CLOVER SAMPLES

4,000 tests a year is doing its share in bringing this high standard to pass. That is what the Louisville Experiment Station, under the direction of Harrison Garman, is doing every year with increasingly valuable results.

The laboratory tests seeds for the farmers and seedsmen of Kentucky, using as its rules those adopted by the American Association of Seed Analysts. The laboratory is located in the State Experiment Station at the Agricultural College at Lexington, Ky., and is equipped with standard apparatus employed by most of the up-to-date laboratories in this country, including the one in the Department of Agriculture at Washington. In the laboratory are germination chambers, chemical bal-

ances for weighing impurities, seed mixers, magnifiers, microscopes, blowers, etc.

The Kentucky State Law provides that a fee of \$1 shall be charged for a purity test and \$2 additional for a germination test of non-residents, these to be paid in advance to the Director of the Station.

Under the supervision of Mr. Garman, three regularly employed analysts and an additional part time man work.

The illustrations accompanying this article show the building in which the laboratory is housed and



BLOWING APPARATUS IN LABORATORY

a couple of instruments which help make the Lexington laboratory an efficient help to the farmers and seedsmen of the state.

The seed and feed business of C. M. Phillips at Springdale, Mo., has been bought by Hugh Boatright.

The retail store of the Germain Seed & Plant Company at Los Angeles, Calif., has been enlarged and improved.

The Vernal Milling & Light Company is equipping its building with machinery and equipment for an Alfalfa seed cleaning department at Vernal, Utah.

A new building for the storage of seed and feed has been erected for the Majestic Supply Company of Aurora, Mo., taking the place of the one which burned.

Capitalized at \$100,000, the Crawfordsville Seed Company has been incorporated at Crawfordsville, [Continued on Page 852]

Forty-Second Year

## FOR SALE IN NORTHERN INDIANA

Nearly new ironclad elevator, 100,000 bushels' capacity, with feed house attached. **LOCK BOX 241**, Lagrange, Ind.

## MACHINERY

### OIL ENGINES FOR SALE

Twenty-five horse Y; 35-horse Primm. A. H. McDONALD, 547 W. Monroe St., Chicago, Ill.

### FOR SALE

One used McDaniel Grain Dryer in very good condition. **AUNT JEMIMA MILLS COMPANY**, St. Joseph, Mo.

### FOR SALE

One used McDaniel Grain Dryer in very good condition. **AUNT JEMIMA MILLS COMPANY**, St. Joseph, Mo.

### WILL SELL RIGHT

One Williams Grinder and Pulverizer, complete. Almost new. **THE BLOOMINGTON MILLING COMPANY**, Bloomington, Ind.

### HUMPHREY ELEVATOR FOR SALE

Two-floor outfit, three-horsepower motor driven, A.C., 220 v., 60 cycle. Used five years. **JUNG BAKING COMPANY**, Waseca, Minn.

### FOR SALE

No. 760 Monitor Northwestern Separator. The machine has been used very little and is practically as good as new. **NORTHERN ELEVATOR COMPANY**, Manitowoc, Wis.

### WANTED TO BUY FOR SALE

Pulleys, 1,000; all sizes, solid cast iron, wood and steel split. Elevator belts and buckets and supplies. **STANDARD MILL SUPPLY COMPANY**, 501 Waldheim Building, Kansas City, Mo.

### OIL ENGINES FOR SALE

60-horsepower Fairbanks-Morse.

50-horsepower Otto.

25-horsepower Fairbanks-Morse.

50 other sizes.

A. H. McDONALD, 547 W. Monroe St., Chicago, Ill.

## Miscellaneous Notices

### FOR SALE

Twelve hundred second-hand cotton grain bags, 16-oz., 25c each, f. o. b. St. Louis, any size lot. **FOELL & COMPANY**, 123 Market St., St. Louis, Mo.

### FOR SALE

"Dirk's Yellow Pride Seed Corn" is wonderful this year. Shelled and graded \$3 per bushel, bags free. Satisfaction guaranteed or your money back. **JNO. V. DIRK**, Box A, Weston, Ohio.

### FLOUR AND MILL FEEDS

Mixed cars of flour and mill feeds in 100-pound sacks are our specialties. Would like to send you a trial order to convince you of the superiority of our products. **ANSTED & BURK CO.**, Springfield, Ohio.

### Hunt Coupling for Controlling the Stretch of Manila Transmission Ropes



Ask for Descriptive Catalog M-17-1

**C. W. Hunt Co., Inc.**, West New Brighton, N. Y.

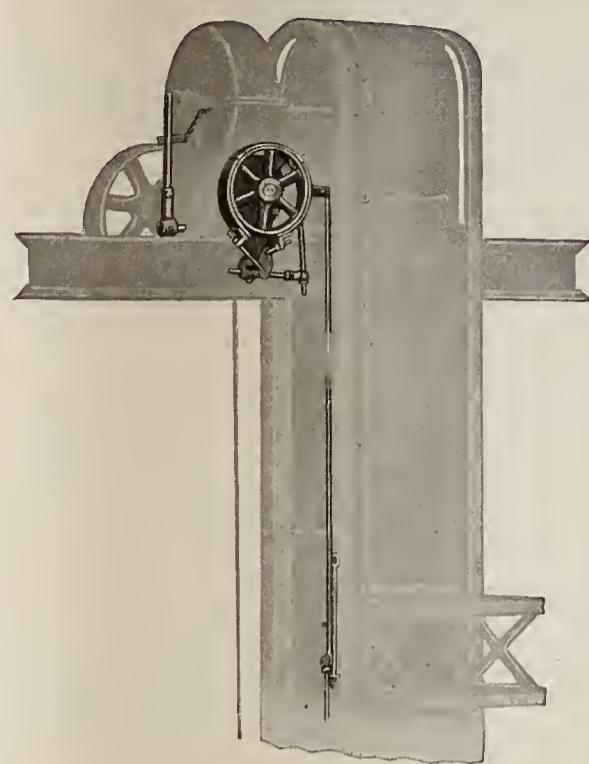


## For Sale

### ELEVATORS AND MILLS

#### FOR QUICK SALE

Central Illinois elevator and residence. Elevator, 30,000-bushel cribbed house, fine condition. Residence, two-story, six-room, full basement, built 1914. Handle 250,000 bushels grain; no competition. Business in fine shape and always been a money maker. Elevator and residence offered for \$15,000 cash. **CENTRAL ILLINOIS**, Box 5, care AMERICAN ELEVATOR AND GRAIN TRADE, 431 S. Dearborn St., Chicago, Ill.



**N. & M. CO. SERVICE ELEVATOR  
WITH  
AUTOMATIC  
SAFETY DEVICE**

WITH the upper terminal automatic stop in operation there is no danger of being carried overhead and injured. The weight of the passenger after the top floor is reached automatically throws a lever, shutting off the power and applying the brake, thereby locking the belt and steps against movement in either direction.

The automatic stop mechanism furnished with the Nordyke & Marmon Company service elevator adds the vital feature of safety to the elevator's other excellent qualities of reliability and utility.

Send for Service Elevator Circular.

**NORDYKE & MARMON COMPANY**  
Established 1851  
INDIANAPOLIS

INDIANA

**AMERICA'S LEADING MILL BUILDERS**

For Painting or  
Spraying

*in*

**MILLS and ELEVATORS**

use

**PRACTICAL WORKMEN'S  
Cold Water Paint**



Fire Resisting  
Prevents Dust  
Accumulation  
Reflects Light  
Helps to Keep  
Down Insects

**NELSON PRODUCTS COMPANY**  
442 W. Ontario St.  
CHICAGO

**PLAY SAFE**

Take No Chances  
with Explosive Dust



Weighs only 6 lbs. and attaches to any light socket.

And blow the dust out of the dangerous places. Keeps machinery clean and reduces fire risks. Better than compressed air because no condensation.

Write for illustrated folder giving prices, lists of users, etc.

**CLEMENTS MFG. CO.**  
610 Fulton St. Chicago

**WE CAN NOW SUPPLY  
Elwood's Grain Tables**

Show the value of any number of bushels or pounds of **WHEAT, RYE, OATS, CORN OR BARLEY** at any given price from 10 cents to \$2.00 per bushel. One of the most useful books ever offered to millers. Indorsed by prominent millers and grain dealers. Bound in cloth, 200 pages. Mailed on receipt of price.

**\$2.00**

**Mitchell Brothers Publishing Co.**  
431 S. Dearborn St. Chicago, Ill.

# THE AMERICAN ELEVATOR AND GRAIN TRADE

Forty-Second Year

## FIELD SEEDS

[Continued from page 850].

Ind., to handle farm seeds, grain, and seed appliances. A. Homer Flannigan, S. Herr and F. R. Freeman are interested.

The Safe Seed Company, Inc., has been incorporated, capitalized at \$5,000, at Chicago. The company will deal in seeds, grains, and hay and feeds. G. M. Merchant, G. W. Hales and J. W. Nicholson are interested.

The business of the Ross Seed Company in Wichita, Kan., wholesale and retail, has been bought by W. J. Stevens of the Binding-Stevens Seed Company of Tulsa, Okla. The company will probably be included in the latter company's line of stores at Tulsa, Muskogee and Ft. Smith, Ark. Mr. Stevens has had charge of the Ross store for the past years as receiver. It will be under the active management of L. B. Causland and C. B. Stevens.

### NEW SEED TRADEMARK

The following new seed trademark was published in the May 20 issue of the *Official Gazette* of the United States Patent Office: "Eastern



States" field, garden and flower seeds. Eastern States Farmers Exchange, Springfield, Mass. Filed February 4, 1924. Serial No. 191,760.

## COAL

### NORTHWEST OPERATORS TO GAIN BY I. C. C. DECISION

Coal mine operators in Illinois were greatly disappointed in the decision rendered by the Interstate Commerce Commission in the Northwest lake coal dock rate cases, which will necessitate an adjustment of rates which it was declared will throttle competition from Illinois in the Northwest. The rates, which are to become effective not later than August 21, affect shipments from mines in Pennsylvania, Ohio, West Virginia, Eastern Kentucky and Tennessee and Illinois to destinations in Minnesota, Wisconsin, Iowa, Nebraska and the Dakotas.

The commission held that the rates from Illinois fields to northwestern destinations were too low in comparison with rates on coal from the upper lake docks to the same point. The railroads will

be required to bring the rates in better relationship by increasing the rate. Cancellation of joint rates on coal from Kentucky, Tennessee and Virginia to Minnesota points through the Illinois gateways was denied.

### COURT UPHOLDS COAL RATE ORDER

The date for the enforcement of a recent order of the Public Service Commission reducing intra-state coal freight rates has been extended until July 1, following an agreement reached between attorneys of the Commission and attorneys for 21 railroads that brought suit last week in the Superior Court before Judge Linn D. Hay, to have the order of the Commission set aside. The order was originally intended to go into effect April 1, but the date was postponed from time to time until after the hearing. Judge Hay said that the case will not be decided before the latter part of this month.

The Afton Grain & Coal Company of Afton, Okla., has been bought by H. J. Allison.

Louis Buncochar has bought the retail coal business of the Farmers Grain & Supply Company at St. Paul, Neb.

The coal bins of the Elgin Grain Company of Elgin, Ohio, have been rebuilt and other improvements made to them.

The F. C. Bollman Elevator and Coal Chute at Manlius, Ill., has been taken over by the Manlius Grain & Coal Company who will operate the plant and business.

A warehouse 28x58 feet is to be built at Clinton, Okla., for the Clinton Milling Company to be used in handling coal and feed.

The Beaman Elevator Company of Beaman, Iowa, is tearing down its coal sheds. A large office and storage building will be erected.

Coal bins are to be added to the elevator of H. O. Holley at Ossian, Iowa, which he bought recently. H. L. Bothel is manager of the business.

The Thomasboro Farmers Grain & Lumber Company of Thomasboro, Ill., will rebuild its coal and lumber shed which burned some time ago with a considerable loss.

The elevator of G. H. Culbertson at Carroll, Iowa, including coal, grain and feed business has been bought by H. J. Mighell of Lake City who took possession June 1.

The business of the Farmers Elevator Company at Howard, S. D., has been taken over by the J. F. Anderson Lumber Company. The new owners will deal in grain, coal, lumber and supplies.

## GRAIN TRADE PATENTS

Bearing Date of May 6, 1924

Grain car door.—Arthur Edward Paget and Charles Edward Paget, Huntsville, Ont., Canada. Filed December 26, 1922. No. 1,493,273.

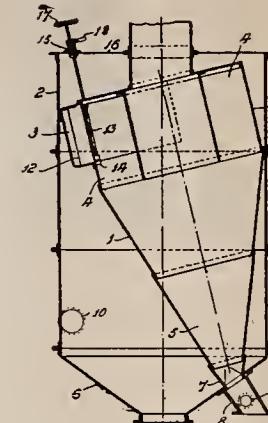
Grain door remover.—William Issitt, and Clifford M. Brown, Enterprise, Kan. Filed June 22, 1922. No. 1,492,881.

Grain cleaner.—George B. Allison, Alexandria, Va. Filed March 3, 1921. No. 1,492,621.

Apparatus for the pneumatic transport of grain and other granular or like materials.—Cecil Bent-

ham, Manchester, England, assignor to Henry Simon, Ltd., Manchester, England. Filed August 27, 1921. No. 1,493,186. See cut.

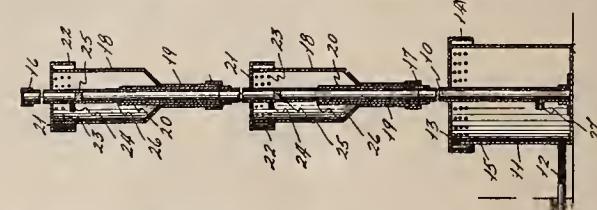
Claim: In apparatus for the pneumatic transport of grain and other granular or like materials, a vacuum-chamber receiver of the kind referred to, a cyclone separator contained in said receiver and arranged



at an inclination to the axis of the receiver with its base towards one side of the receiver and away from the inlet to the receiver for the grain or other material and air.

Bearing Date of May 13, 1924  
Granary insecticide device.—Willie E. Posey, Waco, Texas. Filed August 28, 1923. No. 1,494,321. See cut.

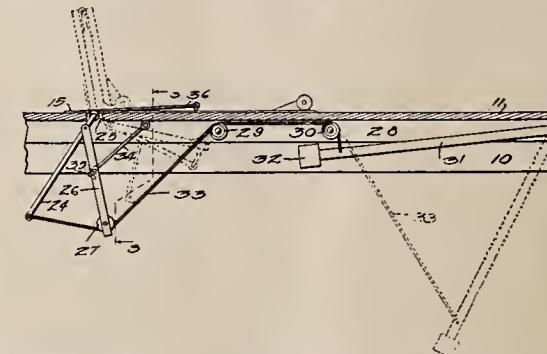
Claim: In an insecticide device of the character described, an axial supporting conductor, cups supported on the conductor at different elevations, an



inlet from the conductor in each cup, an outlet from each cup connected with the inlet of the cup, and perforations in each cup.

Trap grain door.—Peter E. Moran, Perry, Iowa. Filed September 11, 1922. No. 1,494,273. See cut.

Claim: A door structure of the class described including a door member hinged at one end, a lever secured to said door member on the under side thereof, a weighted arm hingedly mounted, a flexible element secured to said lever at one end to the



weighted arm, at the other end a guide pivotally mounted on said lever and capable of movement relative thereto over which said flexible element travels and a flexible element operable for causing the weighted arm to swing on its hinge for the purposes stated.

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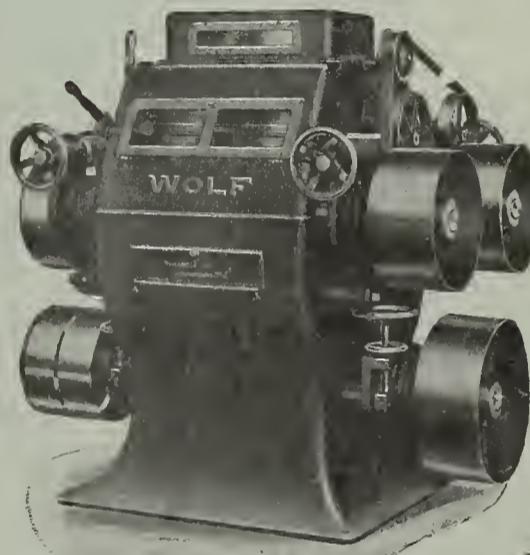
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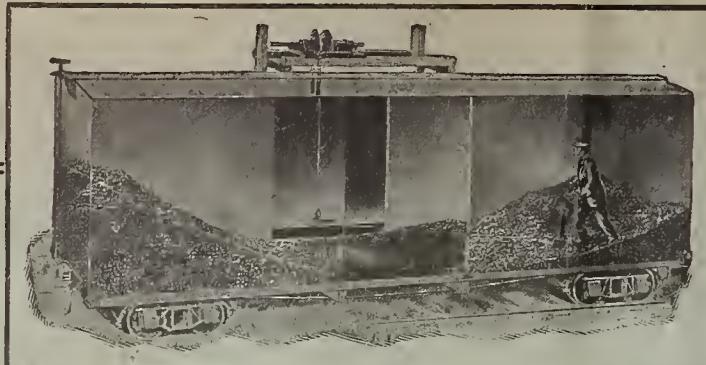
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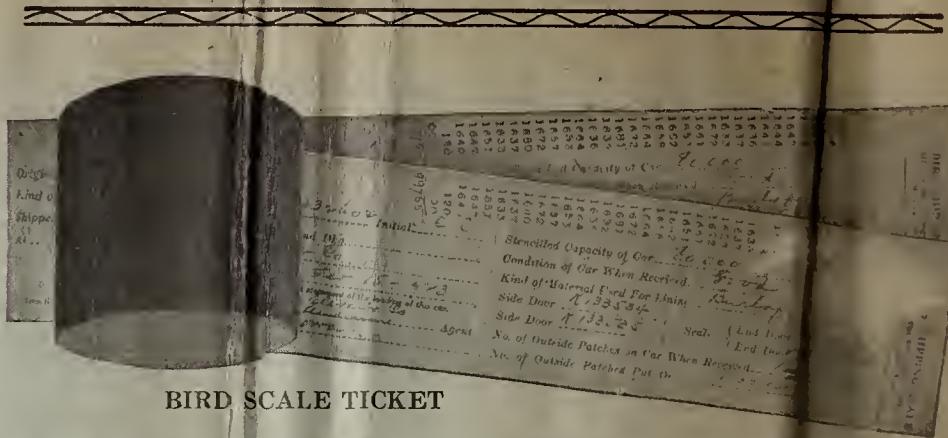
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